



# THE LARKIN IDEA

NOVEMBER  
NUMBER  
1905

COPYRIGHT 1905  
BY LARKIN CO.

50 CENTS A YEAR





— *USEFUL* —

## **HOLIDAY GIFTS**



### **NEW BONREA DINNER SET**

*Manufactured by Buffalo Pottery, makers of the best grade of semi-vitreous porcelain produced in America, and which equals the best English ware.*

#### **100-PIECE BONREA DINNER SET No. 810**

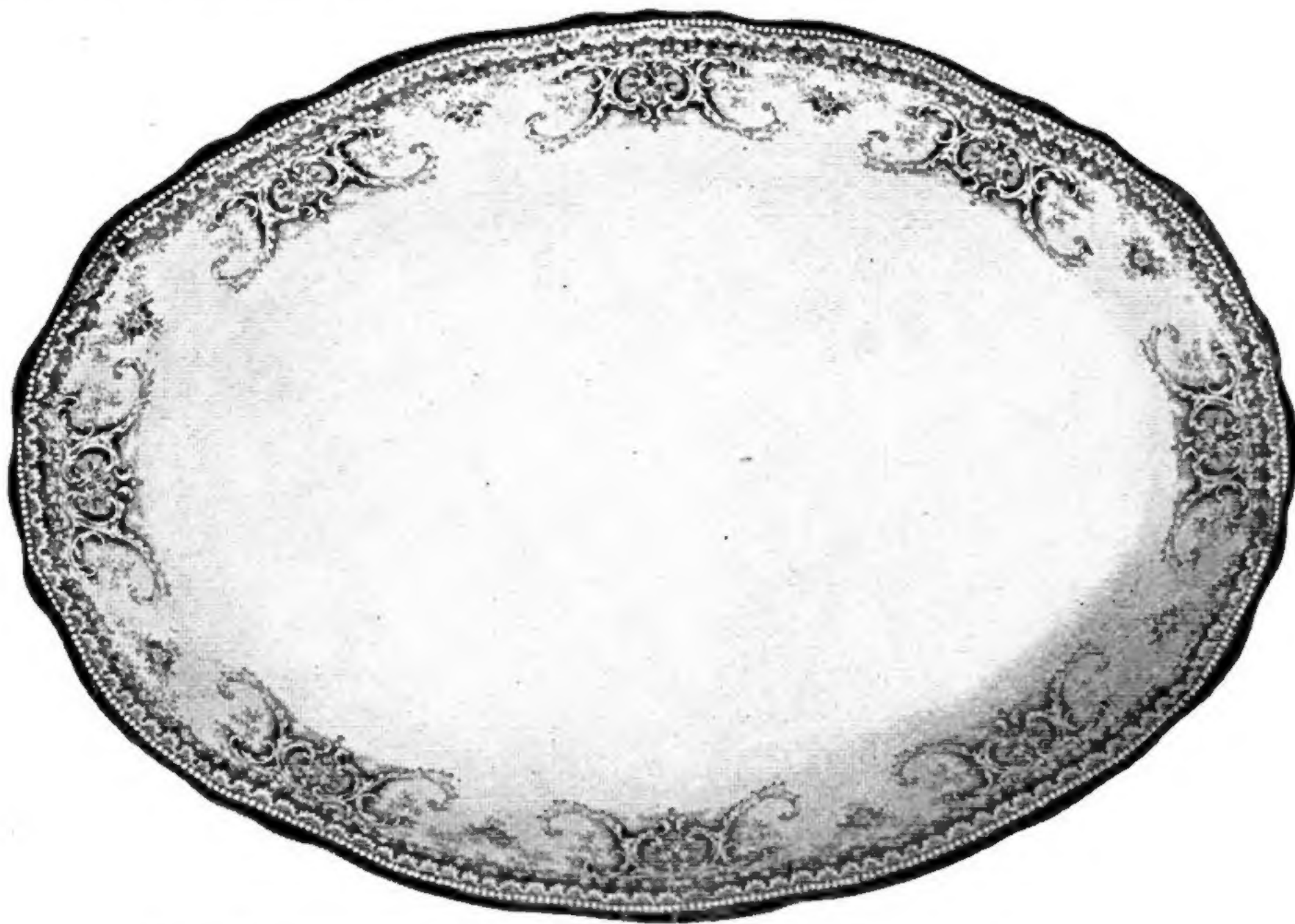
Given for ten Certificates ; or with \$10.00 worth of Larkin Products for \$15.00 ; or free with \$20.00 worth.

The decoration is a beautiful under-the-glaze scroll border in Myrtle Green only, with full gold trimmings. This 100-piece Set is composed like the Lamare Dinner Set No. 8. See Larkin Premium List.

#### **14-PIECE SOUP SET No. 32**

Given for two and one-half Certificates.

Twelve Soup Plates and one 10-in. round covered Tureen, to match Set No. 810, when not packed with Dinner Set.



#### **100-PIECE WILD POPPY DINNER SET No. 710**

Given for ten Certificates ; or with \$10.00 worth of Larkin Products for \$15.00 ; or free with \$20.00 worth.

Decoration is a conventional border of wild poppies in Olive Green only, put on under the glaze, and guaranteed permanent. Full gold trimmings. This 100-piece Set is composed like the Lamare Dinner Set No. 8. See Larkin Premium List.

#### **14-PIECE SOUP SET No. 42**

To match Set No. 710, on same terms as Soup Set No. 32.

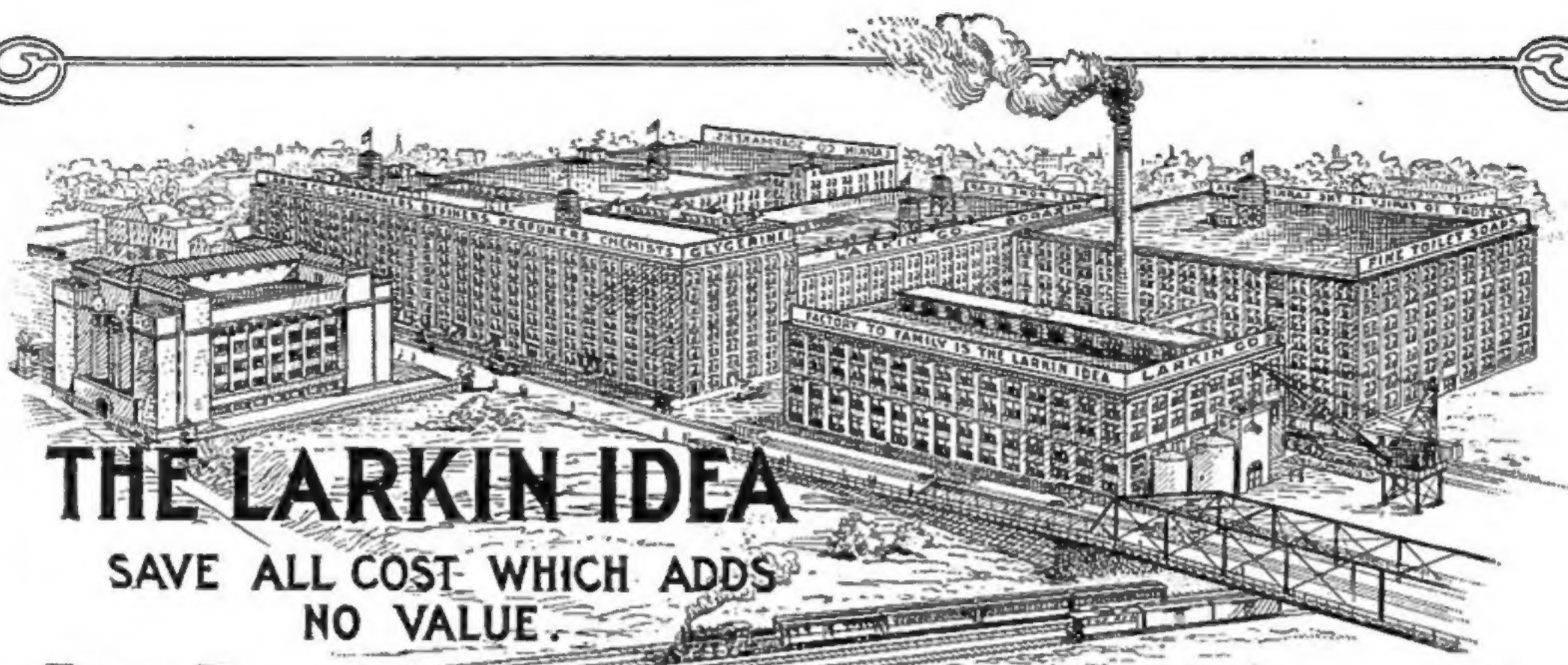


**Larkin Co.**

BUFFALO, N. Y.







## THE LARKIN IDEA

SAVE ALL COST WHICH ADDS  
NO VALUE.

FIFTH YEAR.

NOVEMBER, 1905.

### A THANKSGIVING TRAGEDY.

BY F. R. JEWETT.

#### The Turk :

Alas! why is it that this awful chill,  
This dreadful premonition of a future wrong,  
Comes to enthrall me, e'en from foot to bill,  
And slowly creeps my fat, plump sides along?  
For surely a more portly bird than I  
Ne'er walked the yard, and often do I see  
Men stop to look as they are passing by  
And point with pride at my obesity.  
There comes my keeper, but, ah me! what means  
The wicked look that glistens in his eye,  
As forth he leads me to the dreadful block,  
Whereon I've seen my many brothers die?  
Oh, woe! that such a bloody deed should kindness stain!  
By the same hand that fed me, am I slain.

#### The Man :

Poor Turk! the fault lies in that power alone  
Made thee so tempting to our mortal taste,  
And gave us Larkin Products to adorn  
And supplement thy uses at the feast.  
Thy noble form ne'er seemed so fair to me  
As when reversed and on a platter laid,  
And for thy breast's capacious cavity  
A dressing with good Larkin spice is made;  
So when the feast is o'er, amid the toasts  
Inspired by Coffee of the Larkin Blend,  
Let's not forget one to the martyred Turk  
Who for our sake came to a tragic end,  
That noble and respected bird whose sway  
Becomes supreme upon Thanksgiving Day.



# A LARKIN THANKSGIVING DINNER



“Ah! on Thanksgiving day, when  
from East and from West,  
From North and from South come the  
pilgrim and guest,  
When the gray-haired New Englander  
sees round his board  
The old broken bonds of affection  
restored,  
When the care-wearied man seeks  
his mother once more,  
And the worn matron smiles where  
the girl smiled before,  
What moistens the lip and what  
brightens the eye?  
What calls back the past, like the  
rich Pumpkin pie?”

November brings us the first of the winter holidays, and how we look forward to its coming with its loads of goodies! Do you know why the first settlers of this United States originated this day of feasting and of giving thanks?

They were a stern, unrelenting set of people who had dared and done much under the dictates of their consciences, and feeling that they had been greatly prospered in this wild new country, the early settlers of New England came in time to set aside a day upon which to render thanks for a religious freedom, an abundant harvest, and the absence of disease and death among them.

To those of us who now live in the crowded towns these things can have little meaning, and only a trifle more to those of you who live in the country,

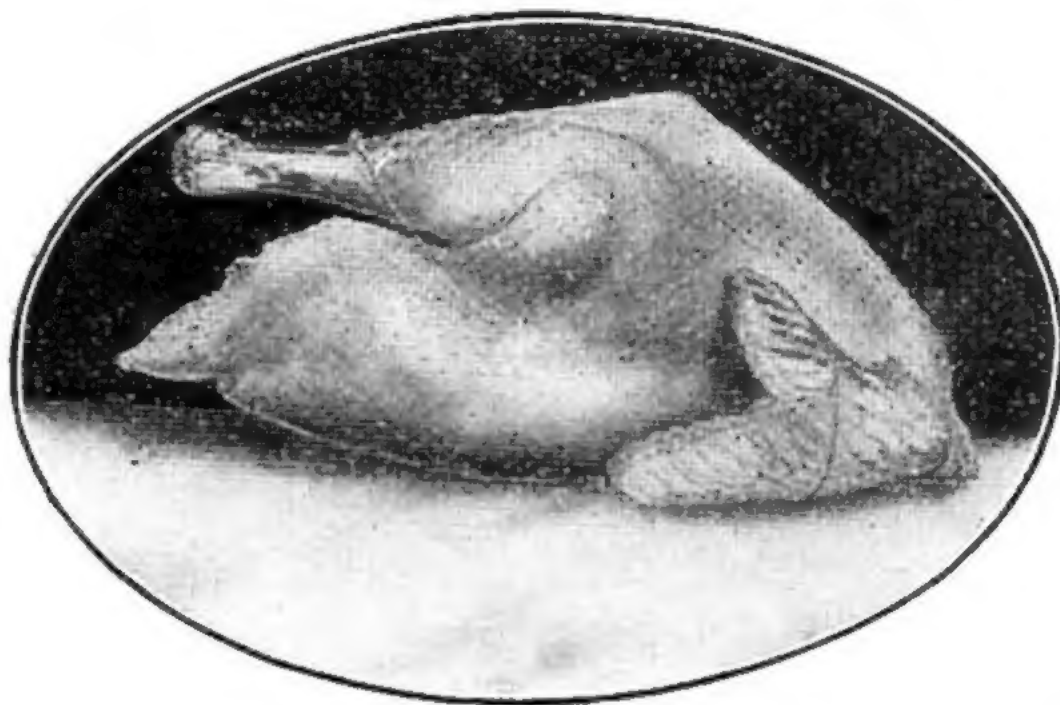
and see the change of seasons: the coming of the spring, its growth into summer, its fading into autumn, and then the burial of earth under the blanket of white snow. But with the changes, come joys not to be had in the earlier seasons, just as in the later part of our lives there are some joys and appreciations unknown in our youth.

Each season, like each year, brings an added joy, so make Thanksgiving Day a day of grateful praise to the Giver of all good things, and give to your own friends, who do so much for your pleasure, a day filled to the brim with happiness; perchance, you may be able to extend your hospitality to some one who is away from home, and can not share joys with his own family. Extend it. In the spirit in which it is given, it will be received.

Now for the material things, of which the dinner is the chief consideration, let us suggest not much that is new,

just the good old things that have come down in the family cook book from generation to generation. Here is a menu made up of the dishes that are old friends to us all.

LARKIN TOMATO SOUP		
OLIVES		CELERY
ROAST TURKEY WITH STUFFING		
CRANBERRIES		
MASHED POTATOES		ONIONS IN CREAM
LETTUCE SALAD		
PUMPKIN PIE		MINCE PIE
ICE-CREAM		THANKSGIVING CAKE
CHEESE	NUTS	BON BONS
LARKIN COFFEE		



FOWL TRUSSED FOR ROASTING.



We suggest the use of Larkin Tomato Soup because it is so easily prepared, and we know from experience that the cook of an elaborate holiday meal is a busy person. Larkin Tomato Soup is so good it merits a place upon all Thanksgiving tables.

In choosing a turkey, select one with firm flesh, with the wings and end of the breast-bone limber, and

that few are able? Pare the potatoes thinly and after allowing them to stand in cold water not more than five minutes place in water that has just begun to boil vigorously. Without covering, keep at this temperature for twenty-five minutes, if potatoes are of medium size. Drain off the water, and shake the kettle over the fire until the moisture is entirely

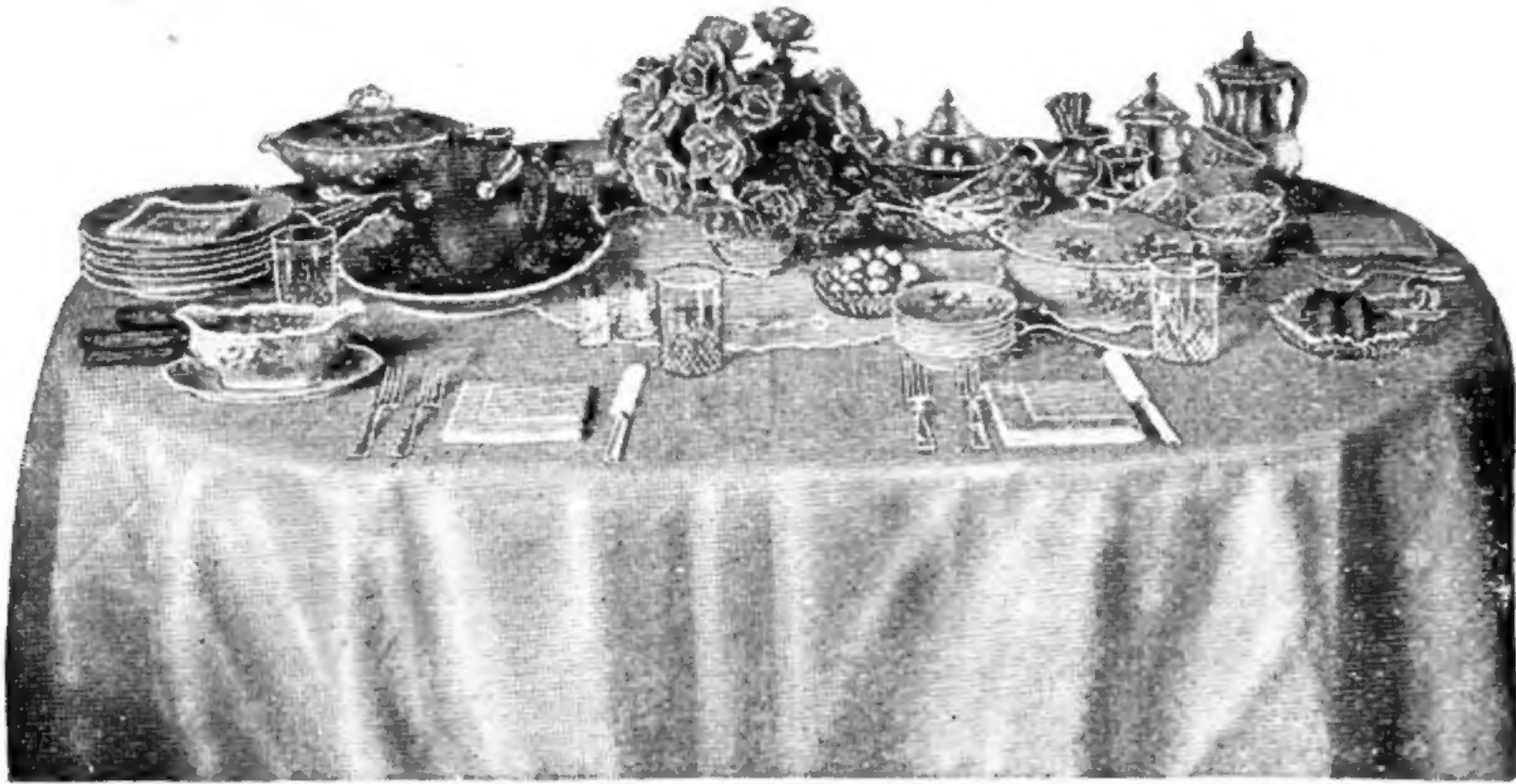


TABLE SET FOR THANKSGIVING DINNER.

sufficiently fat to be plump without any excess.

After the turkey has been picked and drawn, or as it ordinarily comes from the market, hold it over a gas-jet or over burning paper, to singe, taking care lest the fumes impart a disagreeable flavor to the meat.

Wash very thoroughly in cold water, not allowing it to stand, as that draws out the juices, and wipe dry.

When the turkey is stuffed truss into shape, as shown in the cut, and roast, allowing twenty minutes to a pound besides the first half hour for the heating. Baste frequently with the fat in the pan. Put the turkey into a very hot oven to sear the skin so that the juices will not escape, and then modify the heat, keeping it a moderate temperature.

Serve the turkey on a large platter decorated with bits of parsley and lemon, with mashed potatoes. Do you realize that the family of the woman who can cook potatoes cor-

rectly is a family to be thankful, and evaporated. Sprinkle with salt and pepper, mash with a wire masher, and when smooth beat until light and creamy; but do not add either melted butter or cold cream to the potatoes, and do not pat down into a dish.

The onions should be parboiled in boiling salted water, the water changed and the onions cooked until tender, without breaking; about an hour is required. Drain, cover with cream, and season. If one does not have the cream, prepare a white sauce, and dip the onions into it. Serve very hot.

For the cranberries, many people prefer cranberry jelly, but we suggest the simple cranberry sauce, made by stewing the cranberries in cold water and adding sugar to taste, when the berries are cooked, being sure that the sugar is entirely dissolved.

For the cake, which is an old and valued family recipe of a Larkin customer, the formula is two cups of brown sugar, one-half cup of butter, one cup of sour cream, one cup of



sour milk, four cups of flour, three teaspoons of Larkin Soda, three teaspoons of Larkin Cinnamon, one teaspoon of Larkin Cloves, one-half teaspoon of Larkin Almond Flavoring Extract, one-half teaspoon of Orange Flavoring Extract, two cups of raisins, one-half cup of shredded citron and one-fourth cup each of orange and lemon. Bake slowly.

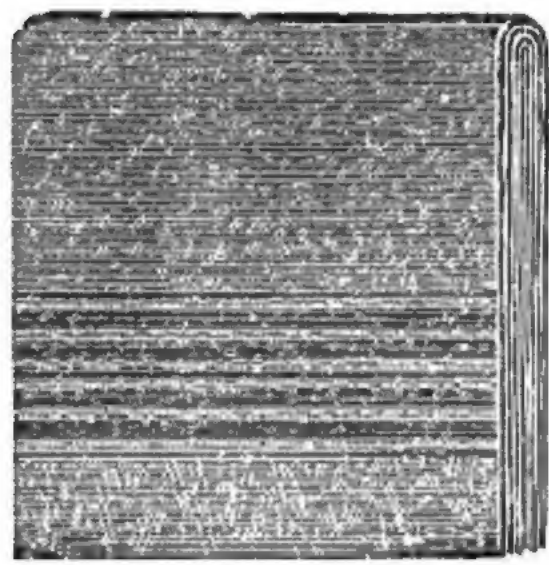
For both mince and pumpkin pies, there probably is in each family a

favorite recipe. Use it, flavoring with the new Larkin spices, Cinnamon, Cloves, Ginger, and you will get the old flavors, so long a thing of the past because of the many adulterations in present-day commercial spices.

The thanksgiving atmosphere will prevail throughout November, and we are sure your Club meeting as well as your family-feast day will take on a correspondingly delightful atmosphere.

### Blankets and How to Wash Them.

Any blanket composed of wool, cotton and shoddy "goes" in the market as a "wool" blanket.



The word wool, in that connection, has much latitude. A blanket may be all wool and yet not the kind of

wool most people would care to buy.

Most of the wool used in making the average department-store blanket has been previously used in wool underwear, hosiery, or other wool fabric, worn out, sold to the ragman, converted into wool shoddy; then spun into yarn and woven into blankets.

It is an interesting fact that a piece of wool cloth, after passing through several processes of reduction, of which the most important is a bath of sulphuric acid, which strips it of all coloring matter and removes cotton or other vegetable fiber, can be returned to its original condition. It is not so strong as new wool; the fibers are shortened and weakened, having gone through the wear and tear of the life of a garment and the subsequent "tearing up" process to get back to wool again. It does not have the life and luster of new wool; but when mixed with one third of new wool,

dyed or bleached and woven again, the most expert judge cannot detect the shoddy in the manufactured article. It is quite possible to buy a nice-appearing, all-wool blanket at almost any price.

The blankets offered by us as premiums (except scarlet) are all made by the St. Marys Woolen Mfg. Co., at St. Marys, Ohio. This mill makes only high-grade blankets that are sold at retail at from \$8.00 to \$25.00 per pair.

They have never used a single ounce of shoddy in any of their blankets, every pair being made only of pure first-hand new wool. They make some high-priced blankets with fine Egyptian cotton warp and pure wool filling. This makes a stronger, better-wearing blanket than wool warp, at slightly less cost.

The wool used in all St. Marys blankets is bought direct from the sheep owners.

The wool goes through twenty-five processes before it is made into blankets. Each one of these is partially a cleaning process, and the result is the removal of every trace of dirt and grease.

In no other factory in America is so complete a system of cleaning wool used.

There are no better blankets in the world than St. Marys goods.



The blankets we offer as premiums are woven 100 inches wide and shrunk to 70 inches. Though there is no process of washing that will prevent a slight shrinkage in size, it will be very slight in our blankets.

White all-wool blankets are a delicate fabric and require careful washing. They should not be washed with other garments. All white blankets are bleached with sulphur and at the first washing, before soap is applied, they should be thoroughly soaked in very warm soft water to remove the sulphur that remains from the bleaching process.

Then in clean water, as warm as the hands will bear, dissolve some Larkin White Woolen Soap, add a little ammonia, and again soak the blankets thoroughly; then wash carefully, without twisting them. Use soap on soiled spots and then wash it out.

Put the blankets through the wringer; rinse thoroughly in clean soft warm water; be sure to get all the soap out of them; run through the wringer again and stretch them on the line to dry. Colored blankets contain no sulphur, so omit the first "soaking."

Blankets washed in this manner will be clean, soft and odorless. A wool blanket especially a new white one should never be sent to a public laundry for its first washing.

#### Larkin Dry Yeast.

Larkin Dry Yeast, announced in our last month's issue, has three points of superiority. In the first place, it reaches the consumer in an absolutely fresh condition. Factory-to-Family dealing eliminates the delays in warehouses and on store shelves, which so impoverish the yeast sold in the ordinary way.



In the second place, this method insures good and uniform results, because the yeast germs are strong and active, and of full leavening power.

In the third place, Larkin Dry Yeast is pure. The germs are carefully segregated and all "wild" yeasts excluded. Then, too, it contains no alum, which although it deceives the user by giving a flaky, white bread is ruinous to the stomach. Larkin Dry Yeast *will* give flaky, white bread, because of its strength and purity, not because it is bolstered up with alum.

#### Temporary Showroom Dates.

Over a tenth of the population of one city, Oswego, where the Larkin Temporary Showroom for New York gave a week's display, came to see it in a single day. To be exact, the attendance was 2,753 exclusive of children. During the Troy exhibition 2,200 came one day, and 2,300 on one day when we were in Syracuse. Such enthusiasm testifies appreciation of our efforts to please our customers, and impels us to greater effort, which we assure you is exerted with delight.

Following are the schedules of the New York and Pennsylvania Temporary Showrooms, respectively, for exhibitions the next few weeks:

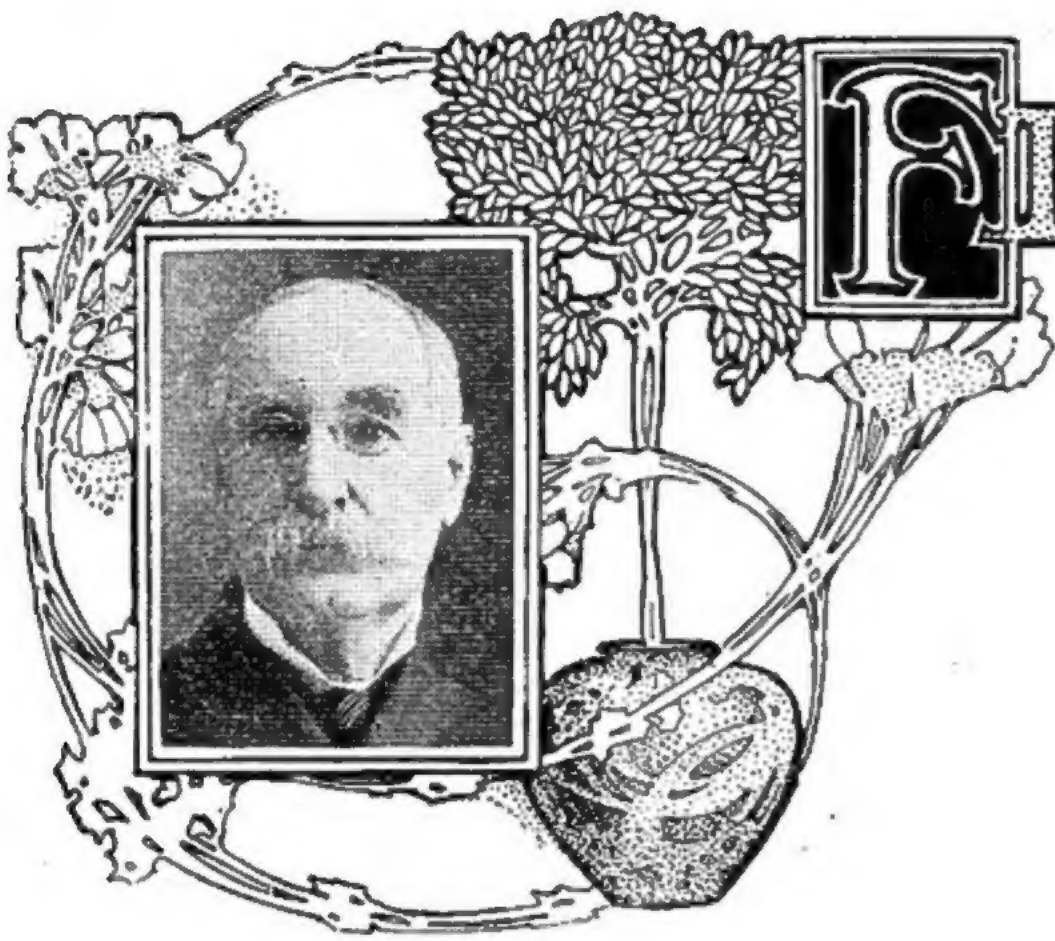
##### New York.

Hudson,	Oct. 30 to Nov. 4.
Kingston,	Nov. 6 - 11.
Newburg,	Nov. 13 - 18.
Peekskill,	Nov. 20 - 25.
Middletown,	Nov. 27 to Dec. 2.

##### Pennsylvania.

Erie,	Oct. 23 to Nov. 4.
Gabel's Hall, 818, 820 State St.	
Bradford,	Nov. 6 - 11.
Exchange Lyceum, 35 Main St.	
Warren,	Nov. 13 - 18.
Meadville,	Nov. 20 - 25.
Oil City,	Nov. 27 to Dec. 2.





# FLORAL TALK

BY EBEN E. REXFORD

*Reprints allowed only by special permission of  
Editor THE LARKIN IDEA.*

**I**T is a good plan to look over the windows at which you purpose to keep flowers, before the weather becomes so cold that you cannot work to advantage out-of-doors. If there are cracks between sash and frame close them in some way, to exclude drafts. Cloth can be used, after the fashion of "calking," or thin strips of wood can be fitted in such a manner as effectually to close the openings. If the glass is loose in the sash, reputty it. The more cold you keep out, the less heat you will require inside; therefore work of this kind is in the interest of economy, as well as the well-being of your plants.

It is advisable to use storm-sash. If well fitted to the window-frame, this keeps out cold most effectively. Where it is used, plants can be allowed to stand against the inside glass in the very coldest weather without the least danger of injury, provided, of course, the temperature of the room is kept above the freezing point. Without storm-sash, it will be absolutely necessary to remove plants from the glass in cold weather, as all leaves that touch it will be frozen. The cost of such sash is not great. Many persons tell me that it saves its cost in fuel, in a single season.

Your outdoor plants must be given protection this month. Cover the

bulb-beds with litter from the barn-yard, or with leaves if you have them. Let the covering be at least six inches deep.

Lay down your tender Roses before the ground freezes. If you wait until the weather is raw and cold, quite likely you will do poor work among them. They need not be covered until cold weather seems likely to set in for the winter. If the bushes are large and have stiff canes, it may be necessary to dig away a little soil on the side toward which you bend them; or you can heap a bushel or more of soil on that side, and bend the canes over it. This will avoid breaking them, as you are pretty sure to do if they are laid down with abrupt bends. When you have them flat on the ground, lay strips of board over them to hold them in place until you cover them. Handle them carefully. When the time comes to cover them, put on eight or ten inches of barn-yard litter; or, if this is not at hand, cover them with dry soil, and lay boards over in such a manner as to shed all the rain possible.

We have many plants like the Lilac, Perennial Phlox, and Pæonies, which are hardy enough to stand a Northern winter without protection, but it pays to cover their roots. It is a saving of vitality.

Most Chrysanthemums will have completed their flowering this month. Cut off all the old top, and put the plants away in the cellar. It may be necessary to water them once or twice during the winter, but do not give enough to induce growth. By



keeping them cool, dry, and in the dark, we force them to rest.

Look over the Dahlias and other plants recently stored away, to satisfy yourself that they are doing well. If you find any that are threatened with decay, destroy them at once. If left, they will infect others.

Very tender Roses, like the Teas and Everbloomers, which were planted out in spring for summer-blooming, should be lifted, their roots crowded into boxes and covered with earth, and removed to the cellar. If you have more than you care to take up, you can experiment with them. Cover to a depth of eight inches with leaves, first making a box or frame to set about the plant that the covering may not be blown away. After filling the frame, and packing the leaves down well, cover with boards that will turn rain. I have wintered some very tender varieties in this way, but we can never depend on doing it at the North.

Pansies can be given a slight covering of leaves. If you have evergreen branches, put a few over the leaves to hold them in place. A thick covering will smother these plants.

Hollyhocks are perfectly hardy in some localities, and not so in others. I find it a good plan to cover them with boxes, and bank up well about them with soil. The chief danger with these plants is in spring. If their thick, hairy foliage gets wet, decay is quite likely to set in, and this is soon communicated to the crown. If you can keep the crown dry until cold, wet weather is past, you will have but little difficulty in bringing your Hollyhocks through in good condition. The modern Hollyhock lacks the hardiness of the old strains.

Your Callas ought to be going ahead well at this season. Few plants require as much food as these do, in order to bring about the best results. In fact, it is almost impossible to overfeed them. The finest specimen I ever saw had its pot standing in a large tobacco-pail half filled with old cow-manure in liquid form. The leaves of this plant stood over four feet high, with stalks nearly as thick as my wrist, and the flowers were revelations. I prophesied a reaction from such stimulation, after a little, but I saw the plant some months later, and it was holding its own.

If the Amaryllis shows signs of blooming, give it liberal applications of fertilizer and encourage it to make a vigorous growth. Do this whether it blooms or not, as future flowers depend largely on the care given the plant at growing-time. You may have noticed that it does not grow *all* the time, but has alternate periods of growing and standing still. The secret of success with it consists in feeding it so well, at its period of growth, that it makes the best possible development. When no more leaves are sent up, withhold water until the soil is rather dry, and keep it in this condition until you see signs of renewed growth. This will generally be in three or four months. Sometimes the first indication of renewed activity will be the production of flower-buds. The Amaryllis is a lovely flower, and ought to be more extensively grown.

Oleanders can be wintered safely in the cellar. If you want early flowers from them, in the house, put them away until January, and keep them on the dry side. Then bring them to the light, give a good deal of water, and apply fertilizers as soon as growth begins. This



treatment soon brings them into bloom. Few plants afford more pleasure during February and March. You will prize their blossoms much more than in summer, when there are so many other things in bloom.

Abutilons ought to be coming into flower now; also the Geraniums, though of course it is too early to expect a large crop of flowers from them.

If your German friends have any Wallflower plants to spare, get one and try to bring it into bloom in the window. The flowers of this plant are a dark brown, with a texture like that of velvet, shading into rich yellow at the edge of the petals. They have a delightful fragrance, which makes them favorites with all who grow them. They belong to the Stock family, and must have similar treatment.

Be constantly on the lookout for insects. I have given this advice so often that to repeat it hardly seems worth while, but I find that the amateur is likely to neglect it unless frequently reminded of it. Good plants cannot be grown where there are insects. Never lose sight of that fact; and let it govern you in your care of the window-garden. If eternal vigilance is the price of liberty in national affairs, it is also the price of success in the cultivation of flowers. If you do not control the enemies of your plants, they will soon be masters in the window-garden, and they will show your plants no mercy. Therefore determine to show *them* no mercy, and give them to understand, from the start, that *you* intend to control matters. Enforce this declaration by frequent and liberal applications of Sulpho-Tobacco Soap infusion, and you will require no stronger argument to convince them that you "mean business."

## —TWO NEW— Toilet Articles

### CLOVER PERFUME

Our newest creation. A quadruple extract, possessing a highly concentrated odor.

One-ounce, glass-stoppered bottle, daintily boxed, price 50 cents.



### CLOVER TOILET WATER



It has all the admirable characteristics that have made our Violet and Lavender Toilet Waters favorites on thousands of toilet tables. Delicate, lasting and refreshing.

In a handsome, 4-oz. sprinkler-top bottle, price 50 cents.

**Larkin Co.**

BUFFALO, N. Y.





## THE LARKIN HOUSE.

(TO BE CONTINUED.)

Most of you are familiar with the perfect adaptability of the Larkin Premiums to the purpose for which they are intended. They are all constructed upon a sensible principle, which permits elegance in design, material, and workmanship, without hindering usefulness. Ornamentation is not sacrificed to usefulness; nor usefulness, to ornamentation. In nothing is this principle more evident than in our dining-room furnishings, which we show this month.

### The Larkin Dining-Room.

Physicians tell us that the mood in which a dinner is eaten has a great deal to do with the manner in which it digests. Perhaps you have observed that bright, cheerful people seldom have trouble with their stomachs. Can't you see that the surroundings of the dining-room are, then, all important?

Make your dining-room cozy and comfortable. It will have a salutary effect upon your spirits and ultimately upon your digestion and health.

Particularly during the holiday season is a well-furnished dining-room a delight.

The dining-room furnishings we give as Premiums are elegant in design and of durable material. The new Bonrea dinner service described on the advertising pages is perhaps one of the best sets we have yet been able to offer.

The Premiums with which the room is so satisfactorily furnished are all fully described in the Larkin Premium List. They include: Swell-front Buffet No. 716, Dining Table No. 916, China Cabinet No. 916, each given for sixteen Certificates; Quartered Oak Arm Chair No. 13, given for three Certificates; two No. 72 Quartered Oak Dining Chairs, each given for two Certificates; Historical Plates, six given for one Certificate; 100-piece Modjeska Dinner Set No. 910, given for ten Certificates; Tea Set No. 25, given for five Certificates; Kashmir Rug No. 29, given for ten Certificates; Duchess Smyrna Rug,



given for two and one-half Certificates; and Cut Glass and Silverware all selected from our well-chosen assortment.

In the room adjoining are to be seen Table No. 8, given for eight Certificates, Chair No. 205, given for five Certificates, and Palace Lamp

No. 5, given for five Certificates.

From Larkin Premiums you can furnish a dining-room completely, selecting furniture, dishes, silverware, glassware, linen and every thing needful. Ask for our Premium List and examine our offers.

### A New Phase of the Larkin Idea.

When Food Products were added to Larkin Co.'s Order-blank, a new phase of the advantages of the Larkin Idea

of Factory-to-Family dealing was opened to view. This is it: most food products are perishable; that is, they will spoil if not promptly used, comparatively speaking, and are best when fresh. When Larkin Food Products reach the consumer, they are always strictly fresh.

No retail dealer in the country can make this claim and support it.

For example: shredded cocoanut is a very delicate article, like milk or butter; the fresher it is, the better. In no case should it be more than ninety days old when the package is opened.

The wholesaler who supplies the retailer buys fifty or a hundred cases of shredded cocoanut from the manufacturer. He piles them up in his warehouse and there some of them lie for five or six months. Then he

sells it out to the retailers, perhaps a case at a time, or perhaps a second lot may be piled on the remaining

cases of the former and hold them in the warehouse several months longer.

Now what happens with the retailer after the cocoanut finally falls into his hands? He opens the case, arranges the packages on his shelves, and sells the cocoanut, package by package. Possibly it takes him four or

five more months to dispose of the lot. By this time, the best part of the flavor of the cocoanut is gone, and seven times out of ten the varying conditions to which it has been subjected have turned it rancid. A double price for spoiled goods—that's what the middlemen have cost you.

The Larkin Idea of Factory-to-Family dealing averts both evils. Larkin Shredded Cocoanut makes a bee-line from the manufacturer into the customer's combination case. In no instance is it more than a few



A COCOANUT GROVE.

*From a stereograph, copyright 1905, by Underwood & Underwood.*



days old when shipped to you. Thus you receive the product when it is at its best, with none of the quality for which you pay sapped from it by delays in warehouses and on store shelves.

This is true of all the Larkin Food Products; and it is made possible only by the methods employed to distribute them to the consumer. Sometimes, we ourselves wonder at the remarkable adaptability of the Larkin Idea. In it is concentrated the best features of the commercial world; it is the best exemplification of true economy in existence.

### **Work of the Buffalo Pottery.**

Claims of superiority for a manufactured product of any kind ought to be supported by reasons. All such claims if sincerely and justly made can be so supported, and of this class is the claim of the Buffalo Pottery that its ware is of the finest produced in America.

Of the many reasons why, several are prominent and convincing:

1. The ware is potted on the English principle.
2. The raw materials are of the highest quality.
3. The potters are skilled.
4. Details are watched with utmost care.

Perhaps the reader is asking, How is this superiority made manifest? An examination of the ware will reveal its superiority in every quality that goes to make excellence in pottery: beauty of design, positive insurance against crazing of the glaze, whiteness and lightness of the body, and permanency and delicacy of the decoration.

A few words about the reasons mentioned in outline. At the very outset the organizers of the Buffalo Pottery determined to make a ware that would equal, or excel,

that imported from Europe, particularly from England. From Colonial days English ware, because of its quality, has been in demand in this country and great quantities are imported by American dealers each year.

The potters of the Buffalo Pottery studied the English method and experimented with American clays to discover how they would behave when treated by it. The results were satisfactory, and in November, 1903, the Buffalo Pottery produced the first underglaze ware ever potted in America on the English principle.

The clays used by the Buffalo Pottery are carefully selected for their peculiar adaptability to the manufacture of the kind of ware produced. They are mixed and blended by exacting and experienced men who love their work.

When the high ideals of the Buffalo Pottery became known throughout the potters' world, there was a flocking to Buffalo of artistic designers, expert decorators, dexterous potters; in fact, of top-notch men from every department of the industry, all anxious to attach themselves to the enterprise that was to place the potters' art in America upon a new and higher plane. As a result, the personnel of this Pottery has no equal on this continent.

To nothing else is the excellence of the Buffalo Pottery ware due in so large a measure as to the watchful attention given every detail in its making. There is no chance, haphazard work. Each act is performed by skilled hands moved with care and precision. In the light of such equipment, all seeming presumption in the Buffalo Pottery's claim for its wares rapidly disappears.

All of the crockery we offer as Premiums except Limoges China is made by the Buffalo Pottery.



## THE LARKIN IDEA

### PUBLISHERS' ANNOUNCEMENT.

The subscription price of THE LARKIN IDEA is 50 cents per annum.

It is published on the first day of each month, and will be mailed to any address in the United States or Canada for one year upon receipt of the subscription price.

Back numbers cannot be furnished.

THE LARKIN IDEA will be mailed free for one year to every sender of three orders for the Larkin Soaps and other Products within twelve months. To one who continues to send orders, the paper will be mailed regularly until twelve months after the date of receipt of the last of three orders received within a year.

Short contributions are requested from any patron who has something to say that will interest others.

*Larkin Co.* Publishers.

ESTABLISHED, 1875.

FACTORY-TO-FAMILY

SOAPMAKERS, PERFUMERS, CHEMISTS, REFINERS,  
IMPORTERS.

Factories and General Offices, • BUFFALO, N. Y.

Branch for West-of-the-Mississippi patrons,  
PEORIA, ILL.

#### LOCAL BRANCHES:

4 and 6 White Street and 239 West Broadway, }	• NEW YORK CITY
149 Massachusetts Ave., Cambridge A Station, }	• • BOSTON
2221-2231 Arch Street, •	• PHILADELPHIA
820-824 Liberty Avenue, •	• PITTSBURG
264-268 Erie Street, •	• CLEVELAND

### THANKSGIVING.

BY WILDIE THAYER.

Before we knew of Larkin,  
Our hearts were void of cheer,  
And Thanksgiving Day at our house  
Came only once a year.

But now our hearts are full of praise,  
And we are always gay;  
For we have everything we need,  
Since we learned the Larkin way.

We are dainty, healthy, hearty;  
Our homes are sweet and clean.  
We have Larkin Toilet Articles,  
Prime Soaps and Boraxine.

With Larkin pure Food Products  
And their excellent Dry Yeast,  
The simplest meal that we prepare  
Becomes a regular feast.

So now you know the reason,  
Since we learned the Larkin way  
That every day at our house,  
Is a thanksgiving day.

THE LARKIN IDEA joins with the  
Larkin customers in their Thanks-  
giving-day spirit. Verily the lines  
have fallen to us in pleasant places.

During the six or eight weeks  
prior to Christmas, delays in trans-  
portation are apt to occur because of  
the increased volume of business the  
railroads are called upon to handle.  
We mention this fact as a word of  
caution to our customers who con-  
template using the handsome Larkin  
Premiums and dainty Toilet Articles  
as Christmas gifts. There is no need  
to expatiate upon the disappointment  
occasioned by the tardy arrival of  
an article intended as a Christmas  
gift. Avoid disappointments by  
ordering at once.

### Larkin Toothpicks Ready.

These Toothpicks are made of soft,  
white birch. Only carefully sea-  
soned, straight-grained wood is used.



The picks are polished and will not  
easily splinter in the gums or break  
off between the teeth. Both points  
are wedge-shaped, and carefully  
rounded; two serviceable picks in one.

Dentists tell us that toothpicks  
made from good wood are best. They  
are more effective and more econom-  
ical than quills, and unlike the dan-  
gerous metal pick may be used with-  
out injury to mouth, teeth or gums.



Larkin Toothpicks are white, smooth, light, dainty and serviceable. None better can be made.

Per box of 800, price 5 cents.

### We Can't Ship Catsup During the Winter.

Because of the danger of the bottles' being broken by freezing, we cannot fill orders for Larkin Catsup between Dec. 1, 1905, and March 1, 1906. This does not apply to the city of Buffalo, nor to territory served by our Philadelphia, Boston, and New York Branches.

Customers will please take notice that in orders for Larkin Catsup received between the dates named, we shall substitute Sweet Home Soap without notifying the customer.

### Microscope.

Given for five Certificates.

This is a thoroughly practical instrument of great power. Has solid brass stand 10 in. high, beautifully

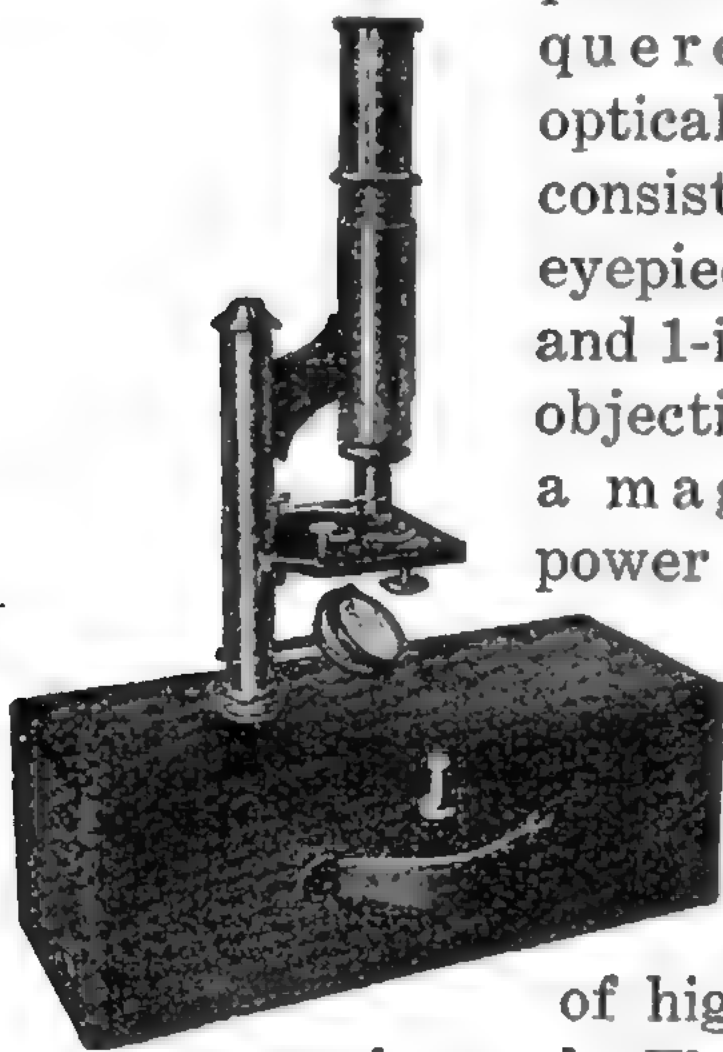
polished and lacquered. The optical equipment consists of a 1-in. eyepiece and a  $\frac{2}{3}$ - and 1-in. divisible objective, giving a magnifying power of 99 and

154 diameters. Standard sized objectives

of higher power

may be used. The stage—of ample size—is equipped with spring clips and micrometer adjustment of delicate precision. Complete in velvet-lined carrying case, which becomes the base when in use.

The equivalent of this instrument in efficiency and power cannot be bought at retail for less than \$18.00.



## LARKIN FURNITURE POLISH



OUR customers will welcome this useful household article. Larkin Furniture Polish restores the original polish of the finest furniture and woodwork; imparts a fine, hard finish, and is easily applied. Satisfaction assured.

Price one-half pint bottle,  
25 cents.

*Larkin Co.*

BUFFALO, N. Y.





# THE FUR SCARF

A STORY OF THANKSGIVING

**“BEAT** ’em ?” and “Reddy” Long’s stub nose went up in the air as far as nature in a perverse mood had seen fit to allow it; “beat ’em! Why, we’ll lick the everlasting stuffing out of ’em.”

“Reddy” Long was the quarterback of the Rollins County football team. The subject under discussion was the annual game with the Center County eleven.

“How can you talk like such a jay?” spoke Lorimer, the left tackle. “With Fairchilds in the game, we’d cut rings around ’em. There isn’t a finer half-back in the Country—no, not excepting Yale’s or Pennsylvania’s; but Fairchilds says he can’t play, and——”

“What!” chorused half a dozen voices in astonishment.

Then silence, as if the news had struck the brain centers numb and the speech centers dumb.

In a second the storm broke:—

“Bert Fairchilds isn’t a quitter.”

“When did he say he wouldn’t play?”

“What’s in his crazy head?”

“I don’t believe it”; and a dozen more explosives.

Lorimer waited until his whilom listeners were in a semblance of quiet. Then he said, abruptly, “He tells me he can’t afford it.”

“He’s dead plumb crazy; that’s what he is,” said Reddy Long, “clean daffy crazy. Buying our suits, paying carfare, lodging, railway—everything—it is to be a bit less than twenty dollars; and he’d saved \$18.50 some time ago—told me so

himself. Of course we’re not professionals and each fellow’s going to pay his own way to this Thanksgiving game. But when Bert Fairchilds says he can’t afford it, he’s gone off his head, I tell you. There’s another reason—you can put that down as straight goods.”

“Why, Lorimer,” said Billy Truscoff, the center, “Bert knows how much hinges on this game. He knows that the whole county is going to turn out; that excursion trains are to be run; that even the band is going. He’s been playing with us since September—and we haven’t lost a game. I believe with you there’s not a better half-back in any of the colleges than Bert; and if he says that he can’t afford to go with us to Center County and help lick those fellows on Thanksgiving Day, I tell you that he has a reason other than the financial one.”

“Why he practised with us this afternoon,” triumphantly bellowed Blake, the left end. “Do you think he’d quit, or meant to quit, if he practised today—and the game only ten days distant?”

“I only know what he told me this evening at the postoffice,” answered Lorimer ruefully. “And yet,” he added, “he said he’d report for practice tomorrow.”

The mystery was baffling—as all mysteries are. Bert Fairchilds, as good a half-back as ever skirted an end or bucked a center, had, all of a sudden, made up his mind “he couldn’t afford” to play in the Thanksgiving-day game for the honor of his county. And Bert wasn’t



close nor stingy—didn't have an ungenerous thought in his head. There must be some reason other than the want of money.

What that reason was—the why, the how and the wherefore of it—furnished the Rollins County football team (or that portion of it meeting at Lorimer's house that evening) with matter for discussion far into the evening.

Meanwhile Bert Fairchilds, left half-back, was sitting in the cozy parlor of Widow Deane's home. The widow was a model after which all Mulford tried to pattern. Her little home was the cheeriest in the town; herself, the tidiest woman, and her daughter Mary the prettiest girl for miles around. Mulford was proud of the Deanes—and the Deanes were proud of Mulford.

"You look tired to death, Mary," said Fairchilds.

"Why don't you take two days' rest. The mill can clatter away without you for two days."

"And miss two days' pay?" laughed the girl. "Fie on you! One might think you a millionaire, Bert, to hear you talk."

It was his turn to laugh. "If I were a millionaire," he said, "you and your mother would have the finest house in the three counties."

The girl reddened. "Please don't talk nonsense," she answered.

The young fellow regarded his

nails very carefully. "I saw that fur neck-piece you admired so much in Blaney's window," he said, after an awkward silence. "Saw it this morning. It certainly is a beautiful thing."

The girl stifled a sigh, and tried to appear unconcerned. "Oh, I've given up all hope of it this year. It's a next year's possibility. I priced it yesterday. What in the world do you think Blaney's want for it?"

He pretended to know nothing of furs. "Three dollars?" he hazarded.

"Three fiddlesticks," she scorned. "It's twenty dollars—two hundred dimes—two thousand pennies! Mercy"—and a long breath finished the sentence.

"You'd look beautiful with it around your neck this winter," he said, eyeing her critically.

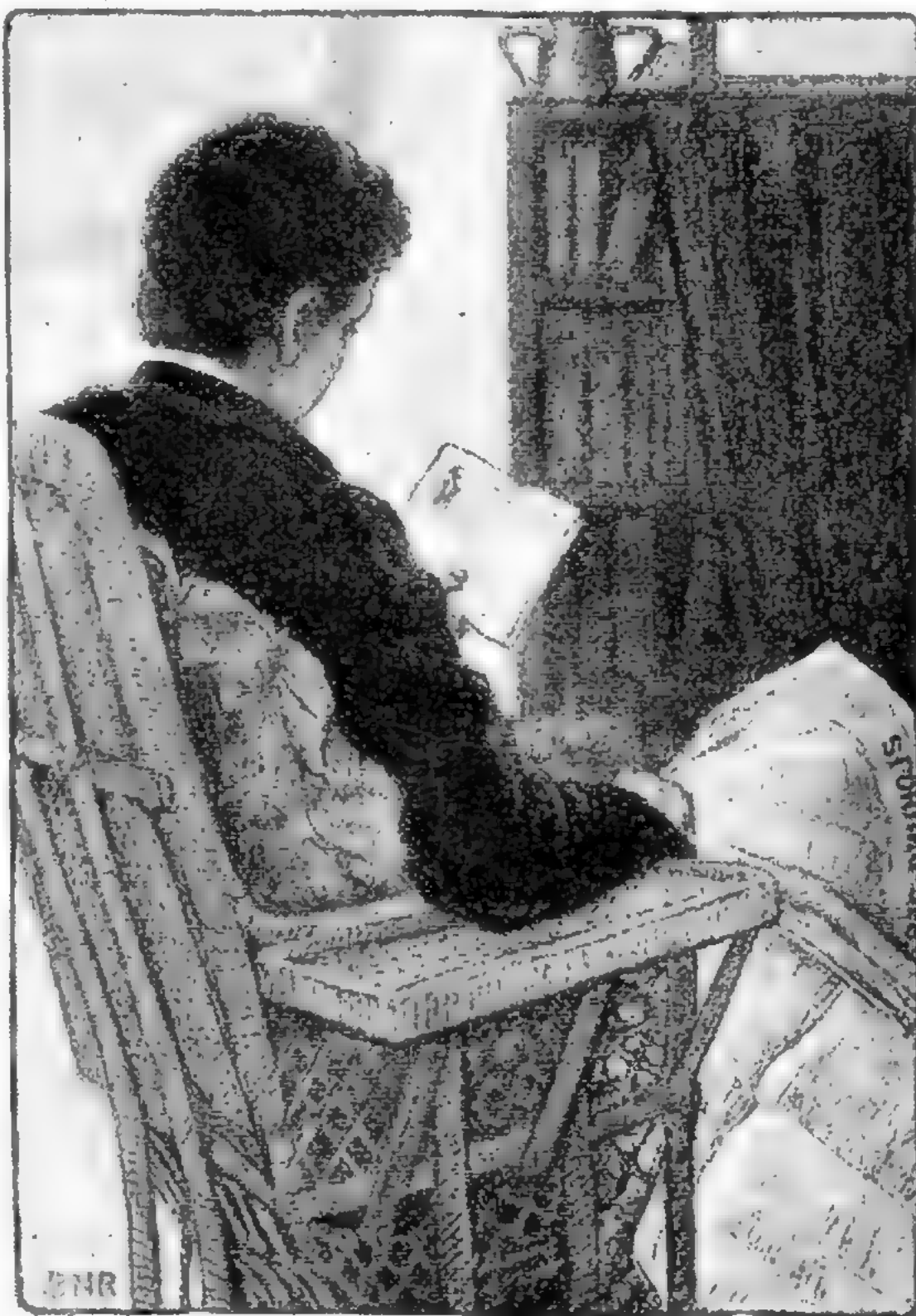
"Please, *please* don't, Bert"—and there was a plain-

tive touch to her playfulness. "Don't let's talk about it. How did the practice go today?"

And then he told her how the Rollins County team meant to grind the Center County team to smithereens on Thanksgiving Day—and explained the trick plays with twenty-two match sticks.

\* \* \* \*

A white-faced boy sat facing his study lamp a half hour later, for Bert Fairchilds, wrestling with himself since early that morning, when



"IDLY TURNING THE PAGES."



he had priced the fur piece in Blaney's window, had come to realize more fully the real price he was paying for Mary's birthday gift.

He had summed up the whole matter at noon of that day. Mary's twentieth birthday anniversary happened to fall on Thanksgiving Day. He intended to give her a birthday gift. The great football game between Rollins and Center Counties took place on Thanksgiving Day. Each member of the team paid his own expenses—twenty dollars. The fur piece cost twenty dollars. One could not have his penny and the cake too. Mary or the football game? The honor of Rollins County, or the fur piece? He had made up his mind at noon that "he couldn't afford" the football game, for all the money he had in all the wide, wide world was just twenty dollars.

For three years he had played on the Rollins County eleven, and had made his mark. Four times within the past year emissaries from the big colleges came into little Mulford to talk with him—had shown him how he could "work his way through college" if he would only matriculate at their 'varsity and come out for the football team. But he had stayed at Mulford—for Mary Deane was at Mulford.

What would Mulford think of his going back on the team at the last minute? And to the thought that the team could do without him came the cry: "You are its mainstay—its chief strength." He knew this, and it comforted him and bolstered his pride; but the knowledge that this was so, made his task all the harder. There was no middle course; it was a clean-cut choice between Mary's birthday gift and the football game. And he had decided.

Then came the worst thought of all—what if Mary, not understanding,

should think him a quitter? How he hated that word "quitter"! It was the meanest, most abject, most cowardly word in the English language. What if Mary should think him a quitter? But he brought his square jaws together and said: "Let her think what she will; she shall have the furs!"

To this day, Bert Fairchilds doesn't know how or why he received a little pamphlet from the Larkin Co. in his morning mail. On page 53 he saw that a Rugby Football was given as a premium for two Certificates—and supposed that one of his friends had sent him the pamphlet for that reason. Then, idly turning the pages backward, he saw on page 43 that which made his breath stop for an instant. There in all their glory were pictured Women's Furs. And No. 610—so was labeled the illustration—was the exact reproduction of the fur scarf he had meant to get for Mary Deane.

He read: "Extra large Double Scarf in choice of Isabella or Sable Opossum, made of finest selected skins. Large shaped collar; eight 12-in. wolf tails; passementerie and chenille ornaments and silk cord fastener."

Above this description he noted that the Scarf was given for ten Certificates. And on page 3 he found how, with a little work, he could earn the scarf for Mary Deane, and still he could play on the football team. "This came from the Larkin Co.," he said, a half hour later, "but it was heaven-sent."

Bert Fairchilds reported for practice that afternoon, and Reddy Long's "I told you so" was repeated in a dozen nasal intonations to Lorimer. But Lorimer knew the story by that time, (hadn't his mother bought a great lot of Larkin Products from Bert?) and could afford to hold his peace.



In two days' time enough Products had been sold to guarantee Mary Deane's having her scarf by Thanksgiving morning.

\* \* \* \*

They tell of that great football game yet in Mulford, and of Bert Fairchilds' share in the victory. All Mulford had journeyed to Center County—even the brass band. And Center County had developed unexpected strength—the first half was a no score for either side—and half the second half over with Center County slowly, slowly, pounding toward the Rollins County goal. Yard by yard—the third down often by inches—Center County was taking the ball—and even the rooters of the home team were hushed when the ball was ten feet from the Rollins goal.

And then, amid that painful hush came a woman's voice in agonized appeal, the voice of Mary Deane: "Stop 'em, Bert; stop 'em!"

He turned—everyone turned—and she waved her Fur Scarf at him. And that instant the quarter-back of the Center County team snapped the ball.

Bert was playing close to the line on the second defense. He saw the quarter-back fumble, saw a mass of men grind in, and then, on a sudden,

the ball slip from out the struggling, mountain of flesh. He dived for it, slid, slipped, grabbed the pigskin and was off. One man brought him to earth, but he squirmed as soon as he had struck the ground—rolled over—was on his feet—was away again. Then from behind came a flying tackle—again down—again the squirm he had practised so often and so well. And once more he was on his feet, Blake on one side, Reddy Long on the other. He saw Blake

bowl over the fumbling quarter-back; saw Reddy Long dive into the left end's abdomen. Then skirting across the field he went, hurdled the full-back, and fell behind the goal posts under the struggling, writhing weight of half the opposing team.

He got back into the game for the three minutes of play that remained then swooned dead away when the referee's whistle proclaimed the game over.

He remembered on the train some-

one's saying "You won the game, old man; you, yourself, won the game."

And before everything grew dark again, he smiled up at the crowd around him and said: "Mary's Fur Scarf won it—Mary's Fur Scarf won it."

The crowd thought it was delirium—all except Lorimer. Lorimer knew.



"STOP 'EM, BERT; STOP 'EM!"



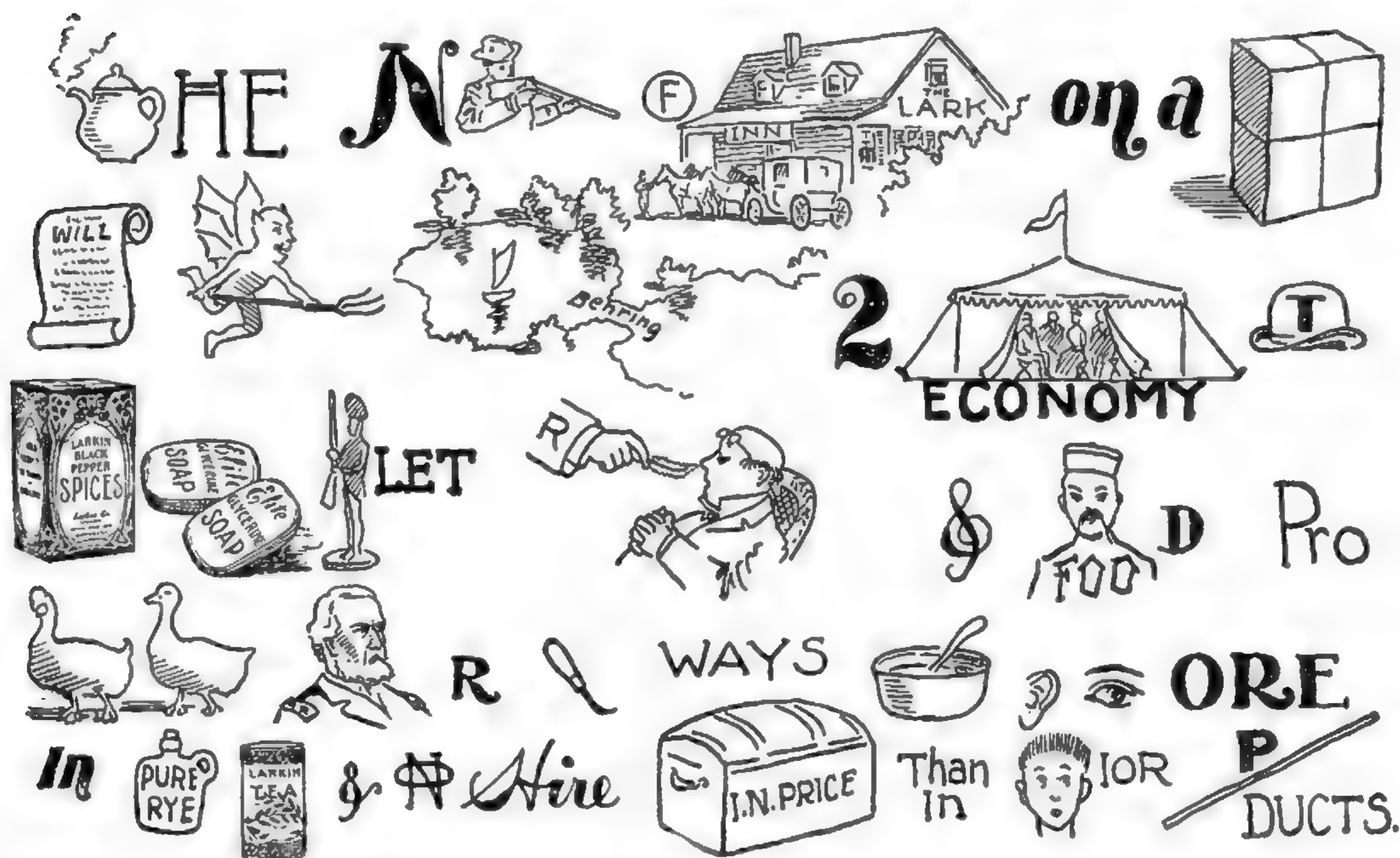




# THE LARKIN PUZZLE PAGE



## 1. Rebus.



## 2. Reversed Double Diamond.

Of other diamonds you have read,  
But *this* is standing on its head;  
Turned upside down, wrong side  
before,

To bother you a little more.

Up: right to left.

1. In "Larkin Coffee"—sets the pace.
2. Equality in value here we place;
3. An ancient spy, in Canaan's land;
4. And this, to send forth from the hand.
5. To give up or release, we here submit.
6. And this, is merely to permit.
7. In "Larkin Tea," just try a bit.

Across: right to left.

1. In Derma Balm, good for the face.
2. An obtrusive fellow fills this space.
3. In the jury box while the lawyers spoke;

4. And now we stop to have a smoke.
5. To pay a bill, may here be placed.
6. This, but a mouthful—just a taste—
7. And this in "Larkin Black Shoe Paste."

To every boy or girl sending us the correct solution of Nos. 1 and 2 before December 15th, we will mail, free of charge, a fine linen handkerchief. Address Editor THE LARKIN IDEA.

The solutions will be published in THE LARKIN IDEA for January, 1906. Solutions will not be acknowledged by letter; corrections or other alterations will not be permitted after solutions have been submitted.

## Solutions to September Puzzles.

1. Stop, Spot, Tops, Pots, Post.
2. Hot-ten-tot.



## LARKIN SPORTS AND RECREATION

BY JAMAICA GINGER



**T**HE Camping-story Contest closed October 1st. What a fine lot of stories I received! It was a very difficult task to pick out the best, because all were tip-top. Every boy who took part is to be congratulated. After careful deliberation the following prizes were awarded:

First Prize, a Stevens Favorite Rifle, Elwin L. Chadbourne, Auburn, Me.

Second Prize, Bait Rod No. 12, M. S. Buterbaugh, Lovejoy, Pa.

Third Prize, a pair of Hockey Skates, Frank Harrington, Bradford, Pa.

Here is the First-Prize article:—

### Our Camping Trip.

BY ELWIN L. CHADBOURNE.

I turned, throwing my arms from under the blankets to stretch myself, drove my knuckles against something hard in the attempt, and opening my eyes I saw a log wall sloping over my head; then—"Breakfast" came in stentorian tones from somewhere in the distance.

My heart came into my mouth with a joyous thump as I realized where I was, and the incidents of the day before passed through my mind in a great swirl mixed with thoughts of coming pleasures—the start from Auburn, the ride by rail to Bingham, the buckboard jolting of four miles to Moscow, from there to camp over the tote-road and, last but not least, the supper of baked

beans, "joe-gods, Moxie beef, tree squeeks and dough mullions."

I jumped hastily out of my bunk, dressed and went to a breakfast fully as good as the supper of the night before.

Of this day not much can be said, as we loafed around camp, photographed everything we happened to like the appearance of and had a good time in general.

The next day, however, my father and Fred Groves started toward Chase Bog; Guide George Adams and the cook went to procure flour and milk; Arthur Allie, Will Briery, Bert Doten and his father, Ashley Groves and Guy Chadbourne made for Moxie mountain, and Les and I, left to ourselves, pushed one of the boats from the wharf, rowed leisurely across Chase Pond (a pretty sheet of water well deserving of the more dignified name of lake), pulled the boat upon the shore and began the climb to the summit of Cow Mountain.

Through tangled brush, over logs, across level spaces, up almost straight-up rises until we reached the top. Here was one of the most beautiful places I have ever seen. Moss so soft that to walk seemed like stepping on air, spruces, straight and tall, and ledges peeping from the moss at intervals combined to make a temple of nature that baffles my descriptive pen.

We wandered through its aisles



until nearly noon, then started for Black Nubble. Les led the way to a cutting of the winter before, where, piled high in seeming confusion, were thousands of feet of logs. Here we had our dinner; a newspaper over a stump made our table and cloth, a knoll on one side and a log on the other our chairs; and bread, butter, cookies and meat our dinner. I may truthfully say that I have never tasted of food that seemed so good.

From this cutting we soon reached the side of Echo Lake at the foot of Black Nubble, crossed in one of the boats, went through a small swamp, another long climb and we were looking upon an almost exact counterpart of Cow Mountain's summit.

Les showed me the points of interest for a time, and we started down the side of the mountain toward Robinson Pond.

We were near the foot, when he grasped my arm and pointed toward a tree that was lying across the old logging-road about sixty yards away.

There, just over the top of the butt could be seen the backs of two deer.

"Aim low," Les cautioned, and then whistled a low, soft, crooning whistle. The deer nearest lifted its head and looked straight at us. I took as steady aim as possible and fired. He dropped out of sight, and the other one went bounding like a celluloid bean with a shot in it, off over stumps and logs.

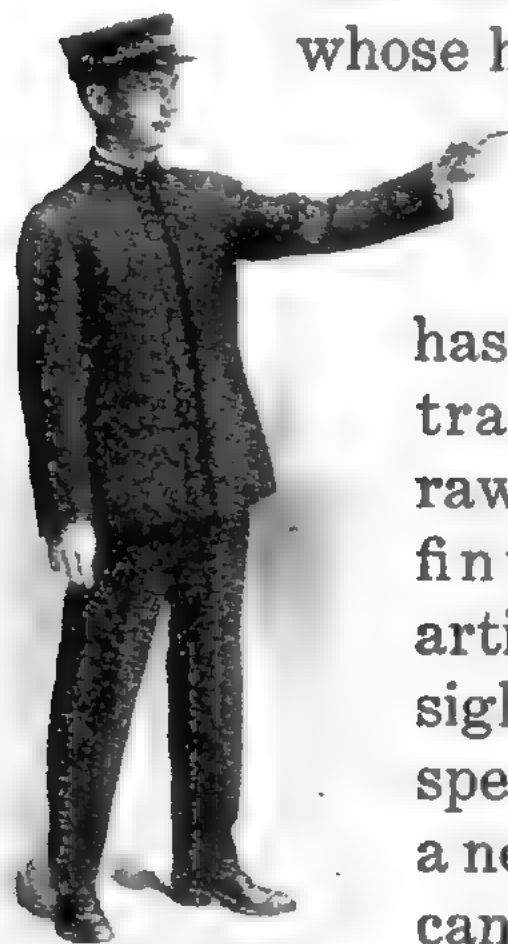
We went down to where the deer had fallen, a beautiful buck, not large but with an excellent head surmounted by finely matched, though small antlers.

"You're a lucky fellow," Les remarked, as we strung the deer up. "If my gun had been wobbling the way yours was, I'd have shot over Moxie Mountain."

We left the deer there that night but the guides brought it in the next morning, and we came home that afternoon ending one of the most enjoyable outings I have ever experienced.

### Interesting and Instructive.

Among the 3,500 people who took the trip through the Larkin factories last month was a woman whose home is in the far



South. To her the whir of wheels, the hastening men, the transformation of raw materials into finished useful articles, were new sights. The hour she spent here gave her a new idea of American enterprise and business ingenuity.

Indeed, most people, even those who live in our manufacturing centers and to whom manufacturing activities are commonplace, would find

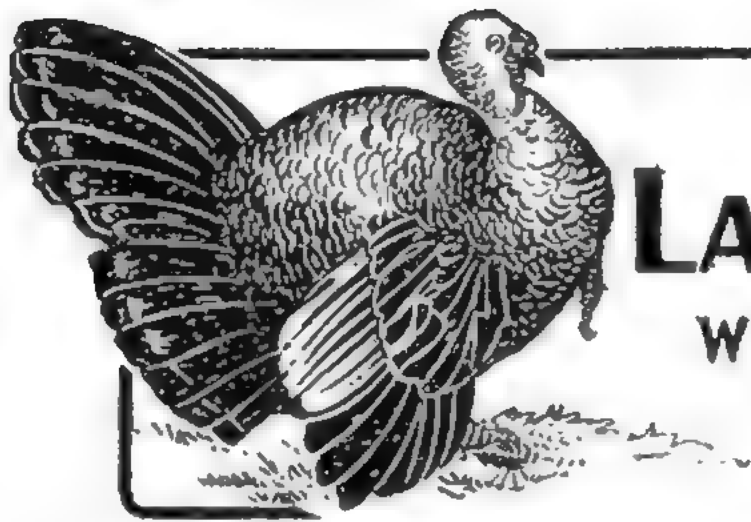
many eye-opening things about our great factories.

Also among the visitors were a bride and groom and their party. With a special guide they completed the mile-and-a-half trip through our plant, and came out with eyes beaming and faces radiant, declaring that there wasn't a better little honeymoon trip in the wide world than the one they had just enjoyed.

We congratulate this man and wife. They have begun right and we feel confident that nothing but happiness and success is in store for them.

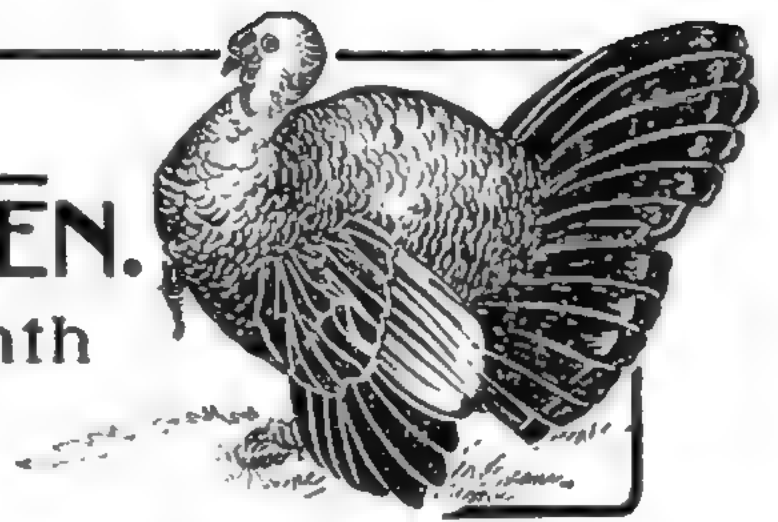
The tour through the Larkin factories and offices takes about an hour. Guides are in attendance and everything possible is done to make the visitor comfortable. We have a little souvenir ready for each guest. We want you to get one and to have the pleasure and instruction the trip affords.





# THE LARKIN CLUB-OF-TEN.

What a Dollar a Month  
Will Do.



IT has been with much interest that we have received many descriptions of the Larkin Club-of-Ten entertainments, and we know you will enjoy them too.

Mrs. M. V. Archer, of Rock Island, Ill., writes: "Our last Club-of-Ten

Mrs. Henry Gladu, of Pittsfield, Mass., writes: "I received your Larkin centerpiece and thank you very much for it. Our Club-of-Ten was entertained Saturday evening, with the husbands of the members, and all had a thoroughly enjoyable time with songs, speeches, and dances.

During the evening a delicious clam supper was served. Each gentleman was presented with a suitable souvenir."



OUTING OF MRS. R. A. McCULLEY'S LARKIN CLUBS-OF-TEN,  
CEDAR RAPIDS, IOWA.

met according to our ordinary custom. The evening was spent in music and games. A very nice lunch was served, the table decorations being Golden Glow and maidenhair ferns. Our Club reorganized under the name of 'The Golden Glow Larkin Club.' The Larkin centerpiece was much admired. A vote of thanks was tendered to the Larkin Co.; also to me as Secretary; after which all departed for their homes, feeling they had spent a very enjoyable evening."

Mrs. Lydia M. Kelly of Newbury, Vt., sends this: "I received the centerpiece and am very much pleased with it. I had ten of my members take tea with me; my room and table were decorated with Larkin Products. I served Larkin Cocoa, and they all said it was the best they ever drank."

Mrs. Grace Sproul, of Englewood, Ill., tells of a new way of entertaining: "Am just sending my sixth order for my Club. Would like to tell you of an interesting way to entertain the members. We play anagrams at a table opposite ladies being partners. The little cards are placed face down on the table; each lady in turn, turns a card up bearing, say, the letter C—



CHILICOTHE (OHIO) CLUB-OF-TEN, AND  
ASSOCIATE MEMBERS.  
MRS. GEO. W. PHILLIPS, SEC'Y.

and the first lady mentioning a Larkin Product beginning with that letter





A LARKIN CLUB-OF-TEN.

MRS. MAY STACKS, SEC'Y, CUMBERLAND, O.

gets a prize. I mention the letter C as I call to mind several articles beginning with that, Larkin Cold Cream, Cocoa, Camphor, Coffee, etc. The prize was a box of Talcum Powder. We spent a most enjoyable afternoon. I served Larkin Cocoa with little wafers, and fudge made with Larkin Unsweetened Chocolate. The ladies are all delighted with Products and Premiums."

#### Genuine Cravenette.

We have just secured ten thousand yards of genuine Cravenetted suitings and are now able to offer a Lady's Rain Coat of this popular and serviceable fabric for five Certificates. A most attractive offer.



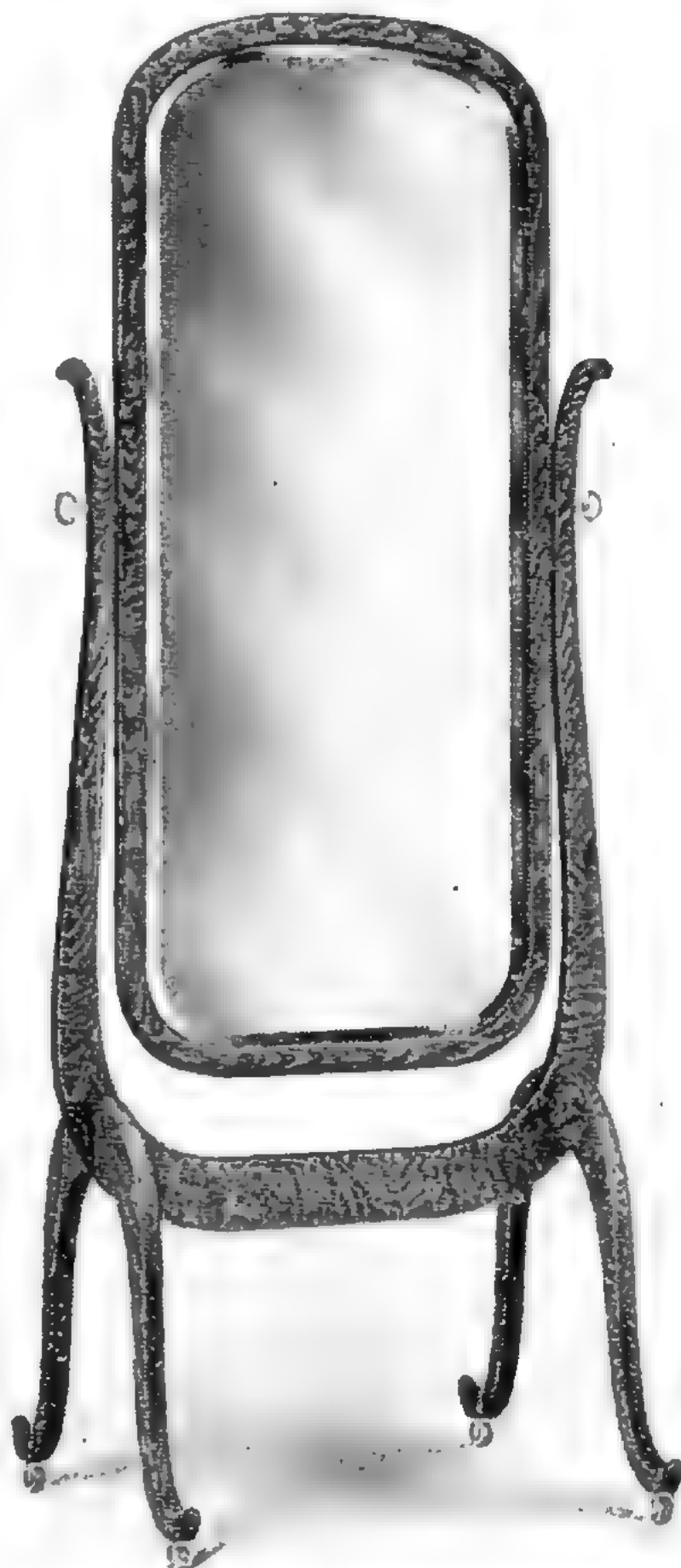
The suitings are in wool mixtures with neat effects in checks and plaids, in choice of Black-and-Gray or Brown - and - Gray mixed colors.

These garments are well tailored and good fitting. Collarless ulster style; plaited and belted back; leg-of-mutton sleeve with military cuff; two outside pockets. Sizes, 32 to 44 in. bust measure. Specify length, measuring from back of collar to hem.

No. 25. Given for five Certificates.

## Cheval Mirror

No. 716



Given for sixteen Certificates; or with \$10.00 worth of Larkin Products for \$21.00; or free with \$32.00 worth.

A BEAUTIFULLY finished full-length Mirror for the boudoir. The shaped French beveled-plate mirror, 20 by 48 in., hangs on solid brass swivels and can be adjusted to any position. Choice of selected Quarter-sawed Golden Oak, or Birch with Mahogany finish; hand-rubbed and polished. Back is nicely finished so Mirror can be used in any part of the room. Castered. Height, 70 in.; width, 29 in.

*Larkin Co.*

BUFFALO N. Y.

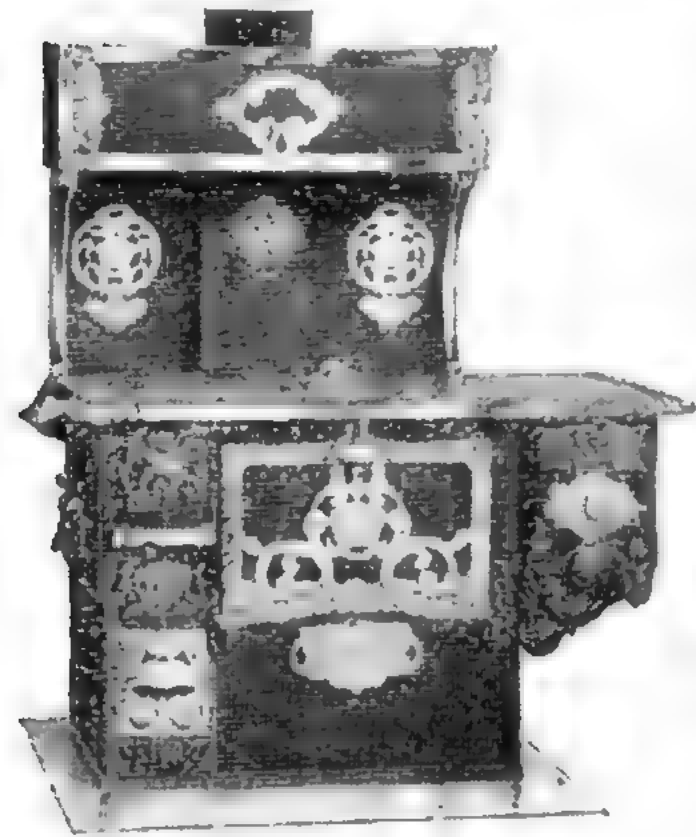




## THE LARKIN Kitchen Laboratory.

**N**OW that the cool season has come again, the kitchen as a lounging-

place offers unwonted attractions. Let it be bright and cheery at all seasons. A good range will help greatly to bring this about. It



should be located so as to escape all sweeping drafts. A hood placed over a range is a great ventilator. Better send for our special Stove Catalogue, just published. It will surely interest you, as it contains offers of all kinds of stoves for the home.

Of course our readers all know that great discrimination is used in selecting and making Larkin Products and Premiums. The production of Larkin Saleratus or Soda affords a forcible illustration of this fact. The chemical name is bicarbonate of soda. Most saleratus



comes from common salt, through a process in which ammonia is used. Through that method, however, an injurious by-product results, known as ammonium chloride. It is impossible to separate the two products

entirely; therefore saleratus of that sort should be avoided.

The raw material from which Larkin Saleratus or Soda is made comes from Greenland; it is a beautiful crystalline rock known as cryolite. Mineral cryolite is scarce. Larkin Saleratus or Soda is the only genuine cryolite Saleratus or Soda in small packages. Larkin customers may always feel certain that we are equally exacting as to the quality of everything we offer.

It is not difficult to note the superiority of our Family Oil or Gasoline Can, in comparison with the ordinary two-or-three-quart can that many families use. This can is made of galvanized iron; absolutely rain-dirt- and evaporation-tight; holds five gallons; top has strong hinged cover; no screw-top to get lost or damaged. The steady-stream pump can be removed from the can in case of obstruction.



If your doors creak, or your bureau drawers refuse to slide smoothly, rub the offending surfaces well with Sweet Home Soap, and the trouble will end.

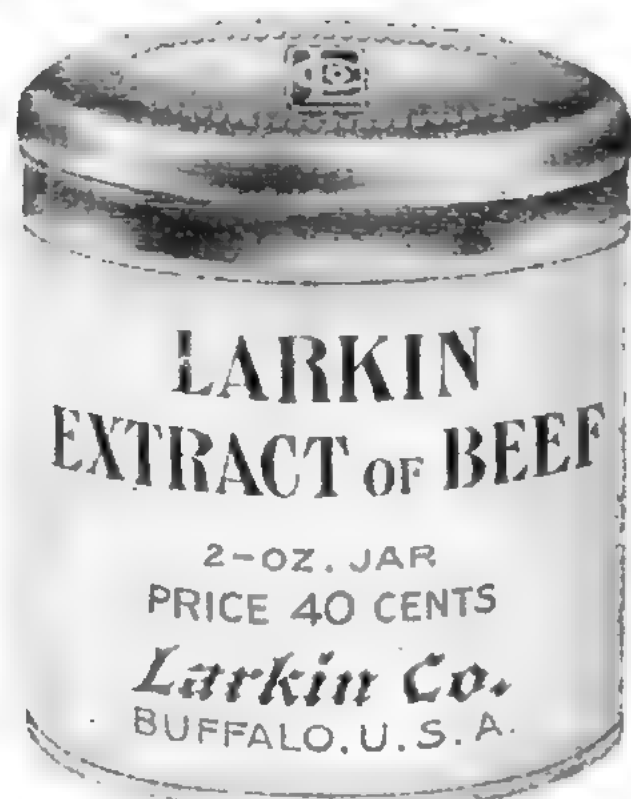
A tablespoon of Larkin Orris Root boiled up with the weekly wash will impart a delicate odor.

To get rid of rats, put Larkin Chloride of Lime down all rat-holes. It is an infallible preventive.





— LARKIN —  
**Extract of Beef**



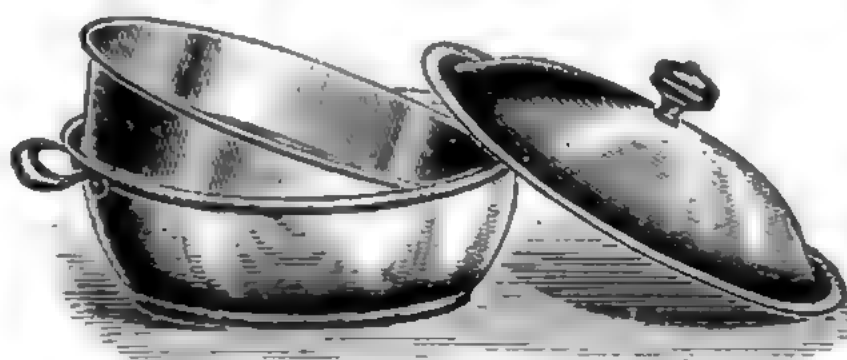
**L**ARKIN Extract of Beef is the pure essence of the best quality of beef. This extract will be recommended by physicians for its stimulating qualities for invalids. It is a great convenience and economy for general home use in soups and sauces because of its strength. Prepared under a new process, it retains the albumen in a fresh and appetizing form. Full weight guaranteed.

Price 2-oz. jar, 40 cents.

**Larkin Co.**  
 BUFFALO, N. Y.

Be sure the kitchen sink is at a comfortable height, to avoid needless stooping. The avoidance of backache and consequent nerve wear will more than repay any necessary change.

Any woman would be proud to own our Pudding or Baking Dish



No. 1. Serving dish made of solid copper, nickel-plated; will not tarnish. Contents can be kept warm at table, as removable white porcelain enameled baking dish is put in the Nickel one, and covered. Diameter, 9½ inches; actual capacity, 3½ pints. Given for one Certificate.

Everybody is cordially invited to contribute any helpful hint or suggestion that may appropriately come within the scope of the Kitchen Laboratory Department. Please address any such correspondence to Editor of THE LARKIN IDEA, Kitchen Laboratory Dept., Larkin Co., Buffalo, N. Y.

The following recipe is published in response to a customer's request:

**Baking Powder Biscuit.**

1 quart flour, 1 teaspoon Larkin Table Salt, 4 tablespoons of butter or lard, 6 teaspoons of Larkin Baking Powder.

Remember that all measurements are made level.

Sift the baking powder, flour and salt into a bowl, and add the shortening, cutting it through and through until well blended.

Moisten with milk to make a very soft dough; usually about a pint is needed, depending upon the flour. Turn onto a well-floured board; using the hands as little as possible, roll into a half-inch thickness, cut and bake quickly.



### The Prize Photograph Contest.

In the contest that closed October 1st, the following prizes were awarded:

Genre Subjects, First Prize, \$2.00, Eugene L. Root, Meriden, Conn.

Genre Subjects, Second Prize, \$1.00, Mrs. J. Harley, Paterson, N. J.

Landscapes, First Prize, \$2.00, Wallace Cochran, Suffern, N. Y.

Landscapes, Second Prize, \$1.00, Mrs. J. S. Fiest, Orange, N. J.

### The Pleasure in a Camera.

Frances E. Sapp, Gambier, Ohio, writes: "I have obtained a number of premiums with Larkin Products, but none have given the pleasure that the Camera has. Whenever we go out to walk the Camera is with us.

better results, I kept trying, and now I can take a picture of sufficient merit



"OUR GRANNY."

Awarded Second Prize of \$1.00 for Genre Subjects in October Contest.

Taken with our Chautauqua Camera by Mrs. J. Harley, Paterson, N. J.



"PICTURESQUE LAKE ANTRIM."

Awarded First Prize of \$2.00 for Landscapes in October Contest.

Taken with our Chautauqua Camera by Wallace Cochran, Suffern, N. Y.

I hope to earn a first prize some time."

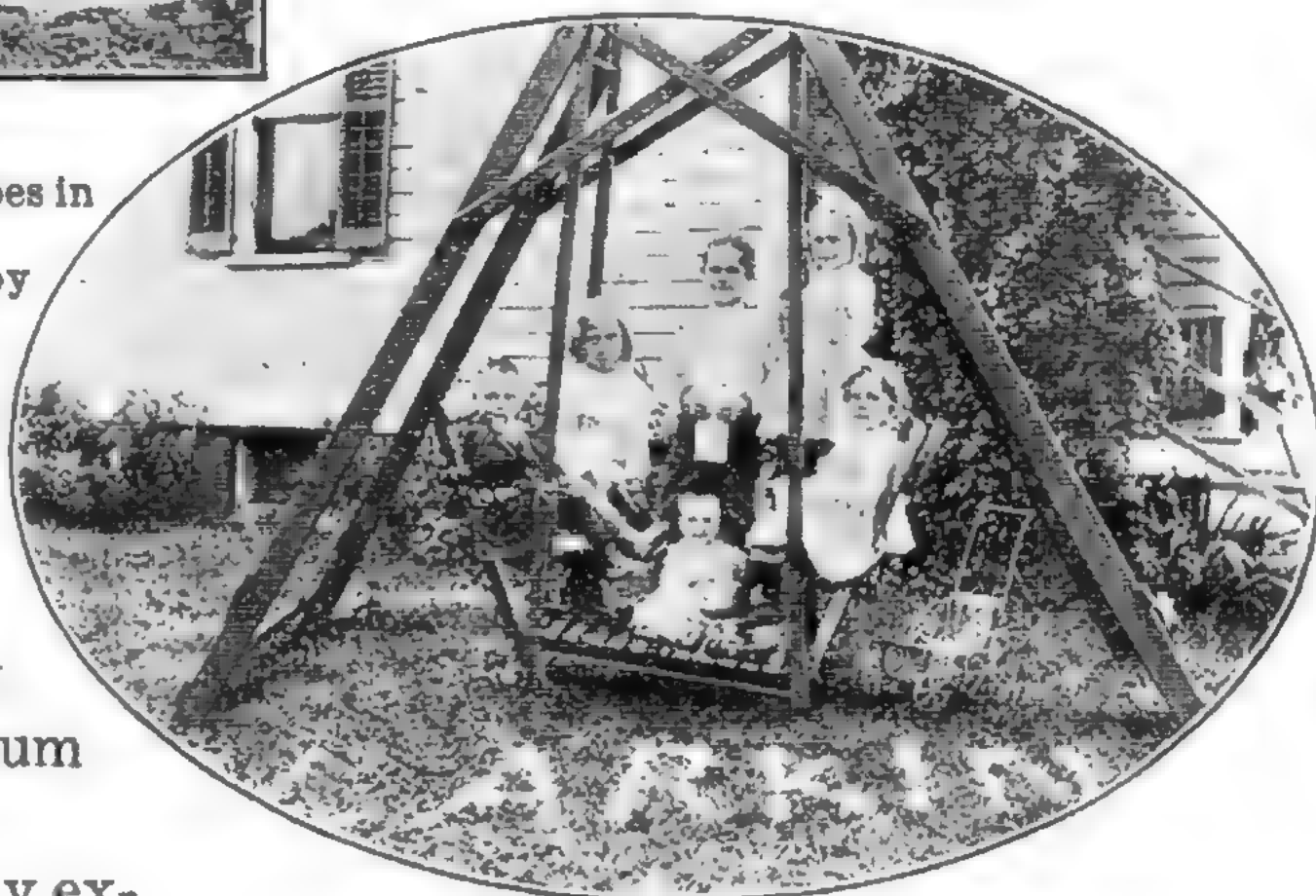
Mr. Eugene L. Root, Meriden, Conn., who has been very successful with a Larkin Premium Camera writes:-

"I wish to relate a little of my experience as an amateur photographer. I purchased a \$10.00 case of Larkin Products and received as premium a Chautauqua Folding Camera, size 4 x 5.

"At first I was quite discouraged with my pictures, but, hoping for

to bring a good price. The Chautauqua Camera is all right in every respect.

"I have taken advantage of the growing love for out-of-door life, and have realized a neat sum by selling landscape pictures. My Chautauqua Camera has made this possible. I intend to continue using it to good profit.



"THE LARKIN SWING."

Awarded First Prize of \$2.00 for Genre Subjects in October Contest.

Taken with our Chautauqua Camera by Eugene L. Root, Meriden, Conn.

I have also competed in the Larkin Monthly Contests with satisfying success."





"How doth the little busy bee  
Improve each shining hour,  
And gather honey all the day  
From every opening flower!"

Orders for Larkin Products are the honey that Cozy-corner bees are gathering, and the friends of Larkin all over the country gladly open their doors to the little people who are thus learning to improve each shining hour.

These same bees have found that the days pass all too quickly, and that Christmas is going to be here before they are ready for it. Just think! We shall celebrate Thanksgiving in a week or two, and after that Christmas seems but a few days off.

Speaking of Thanksgiving Day, you all will learn in school how throughout the United States one day came to be set apart every year for giving thanks for the many good things we enjoy. Don't forget that you girls should be thankful also for the privilege of belonging to the great Larkin family.

All the Cozy-corner folks know what it means to be a Larkin customer, and just now, when everybody is planning Christmas presents, you are particularly fortunate; for I am sure that in no other way is it possible to earn the very things you want to give.

First of all, choose what will most please the one who is to receive the gift. Almost the first thing a little girl thinks of at Christmas is a *doll*, so if you have a little sister just make up your mind to get for her a

Little Sweetheart Doll No. 2 for two Certificates. It is lovely, with real hair and eyes that shut; just the kind little girls delight in. Then there is Doll Furniture and Go-Carts and many other things suitable for the playroom.

Get your Premium List and look through it very carefully. Don't forget that the things your brother is apt to want are on pages 53 and 54. There you will find Striking Bags, Boxing Gloves, Fishing Rods, etc., and I can assure you he will not be backward about telling you what he wishes.

There are many things, too, that you want, Sleds and Skates and Desks that you may not have already. Just put some of these things down, when it comes your turn to write a list of presents that would be acceptable. Everybody does that at Christmas, you know.

Mother may put on her list something that is needed for the home, you know mothers have a habit of doing that, instead of choosing something for themselves; but then if a new Rocker will please her she should have it, and surely you will have no trouble in selecting one from those we offer. Notice the Comfort Reed Rocker No. 26 for six Certificates, the Parlor Rocker No. 4 for four, and McKinley Rocker for five Certificates.

Then there are Parlor Chairs and Tables, and Library Tables and Lamps, and hundreds of other things that may be chosen, to obtain which



will require only a little effort on your part.

The poet Wadsworth once wrote in a little girl's autograph album, "Small service is true service while it lasts"; and most of you are old enough to know that it is the gift that costs a little effort and sacrifice, which carries with it the greatest happiness.

Last month I promised to tell you how to make some pretty cases for handkerchiefs, collar and cuff sets, gloves, etc. These are all belongings that most girls like to have, and nothing will please your young friends more, besides being the work of your own hands, which makes the gift doubly precious.

The glove case may also be used for collars and cuffs, and requires one yard of ribbon for the top and one yard for lining. The ribbon should be about five inches wide, and it is a good idea to have a fancy ribbon for the top and a plain one for lining. Cut each ribbon in half. Then cut two pieces of pasteboard—not too stiff—the same width but two inches shorter. Cover with the

ribbon, sewing over and over. It is nice to pad the top side of cardboard with one thickness of cotton, and sprinkle plenty of sachet powder over it.

Sew half-inch ribbon across the inside about three inches from each end and tie in pretty bows.

For a handkerchief case use wider ribbon and make it perfectly square. Any number of ideas may be carried out in these cases. You might use plain ribbon for both sides and embroider the initial of the owner in the center or in one corner. And instead of sewing the edges over and over with fine thread, you might use embroidery silk and buttonhole the edges.

Now, I am sure that with all these things to get ready, you are going to be very busy and therefore very happy. The next few weeks should be full of good intentions, and when our intentions are good everything is pretty sure to turn out all right. Just do good and be good, and all that you are working for will be accomplished.

### School Improvement.

Every school can be helped and improved by means of a Larkin School Club. The plan provides such an easy way for equipping a schoolroom or raising funds that any school can profit by it.

Briefly stated, the plan is for the parents to purchase, through the School Club, their supplies of Laundry and Toilet Soaps, Starches, Perfumes, Toilet and Pharmacal Preparations, Food Products and other home needs. They pay no more than regular retail prices for similar articles purchased at the stores, and have the satisfaction of knowing that their every purchase helps the school their children attend.

Almost every school has use for a bookcase. Among the School Club Premiums is Library Bookcase No. 7. To obtain it absolutely free of cost, a school has to sell but \$14.00 worth of Larkin Products. Other premiums given are Library Books, American Flag, Wall Clock, Taber-Prang Prints, Wall Maps, Library Globe, Flat-top Desk, Swivel Chair, Library Table, Graphophone, Piano, Statuettes and Sectional Bookcases.

Many schools by taking \$10.00 worth of Products as a premium establish funds for general use.

Complete information about the Larkin School Club plan will be sent on request. Address the Larkin Co., School Club Dept., Buffalo, N. Y.





## THE LARKIN BOYS' SYMPOSIUM

CONDUCTED BY BORAXINE



**H**OW many of you know what a pleasure it is to give a gift secured with funds earned by yourself? Most of you, I believe; all of you, I hope. I am speaking about gifts because Christmas will soon be here, and I don't want you to be unprepared for it.

Somehow, gifts you *earn* for others mean more to them and afford you more fun and joy than any other kind. I shall never forget the first real gift I made. It was long, long ago when I was but a small boy, but the pleasure it gave me was so deeply impressed upon my mind that I remember distinctly everything about it.

I earned the money sawing wood into stove-lengths for a neighbor, big hard logs with plenty of knots. I received three cents a stick. I sawed, and sawed, and sawed, and when done had only a few nickels; but the money was really earned, and it seemed an enormous amount to me. With this money I purchased the modest gift I have mentioned.

Now, sawing wood is pretty hard work and the pay is small. I knew nothing of the Larkin Idea then, so you boys have a great advantage.

Turn some of your surplus time and energy into earning Larkin Premiums as Christmas gifts for your parents, sisters, brothers and friends. The joy that will come to you will keep you happy for many a day. Begin now. Put your whole heart and soul into the work, and your success will be surprising.

Winter will soon be here and with it coasting for most of you. All of the boys who own a Bob-sled No. 5 tell great tales about it and say that

they couldn't be induced to part with it for anything, as it will run farther and faster than any they have seen.

This Bob-sled is very strong and will carry six passengers. The center-board of well-seasoned Ash, natural



wood finish, varnished, is 6 ft. long, 8 in. wide, with 2-in. strips at sides. The runners are of tire-steel, strongly braced in all directions and painted in bright colors. You will find it satisfactory in every way. It is given for five Certificates.

Coaster No. 1 and Sled No. 11 are given for one Certificate each. They are strong well-built sleds and will give good service. You will find a full description in the Premium List.

In addition to Sleds we can furnish nearly everything a boy wants and needs for winter fun. Read your Premium List and see for yourself. If you haven't a copy send for one at once.

Harry Schreck, Allegheny, Pa., writes: "Although I am only eleven years old, I have sold \$40.00 worth of Larkin Soaps and earned four valuable Premiums of which I am very proud."

"Everybody out here uses Larkin Products so I think I can send another order soon."





## PREMIUM NEWS.

**A**SIDE from several excellent items in wearing apparel for men and women, the recent additions to our Premium List include a number of attractive premiums described below.

We wish particularly to call your attention to the Silk Shirt Waists and Shirtwaist Suits. The offers are very lengthy and can be given here only in brief. (The 50th edition of the Larkin Premium List will contain full particulars of these new offers.)

### Shirtwaist Suits.

We offer Shirtwaist Suits at from five to fifteen Certificates; Waists only at from two to five Certificates; Skirts at from three to ten Certificates.

The materials used in our woolen Shirtwaist Suits and Skirts come from reliable mills and are thoroughly sponged and shrunk before being made up. The colors are as lasting as can be made. Suits are correct in style, fit well and are perfectly tailored. All Suits are made to measurement after order is received; shipment will be made within a week from receipt of order. If Skirts and Waists are to be worn together, they must be ordered at the same time to insure being cut from same piece of goods.

Sizes: Waists, 32 to 44 in. bust measure; Skirts, 22 to 30 in. waist measure, 36 to 44 in. long. To ascertain length of Skirt measure from bottom of band to bottom of hem.

Sizes other than these are special and extra charge is made.

Samples of all materials except Light and Dark Mixtures sent on request, the supply of any one particular pattern of the latter being

limited. All the patterns we have selected are good; merely designate light or dark.

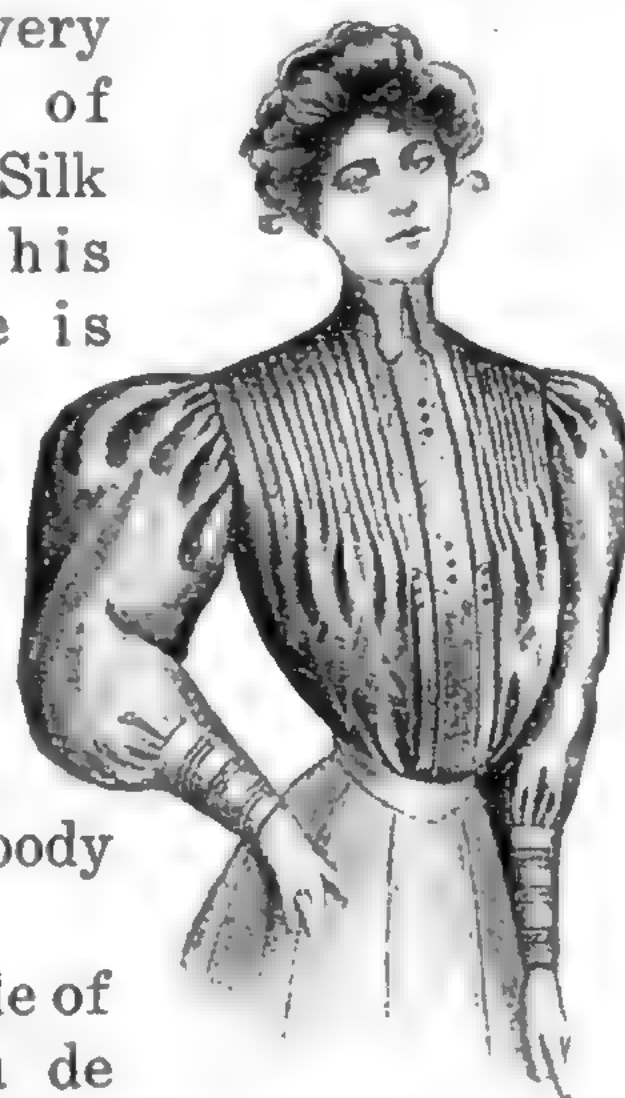
### Silk Shirt Waists.

One given for five Certificates.

Sizes, 32 to 46 in. bust measure.

Special sizes, 50 cents extra.

No. 65. The very best grade of Black Taffeta Silk is used in this Waist. Yoke is formed of eleven fine tucks each side of center plait; box plait in back. Collar to match. Has body lining.



No. 65.

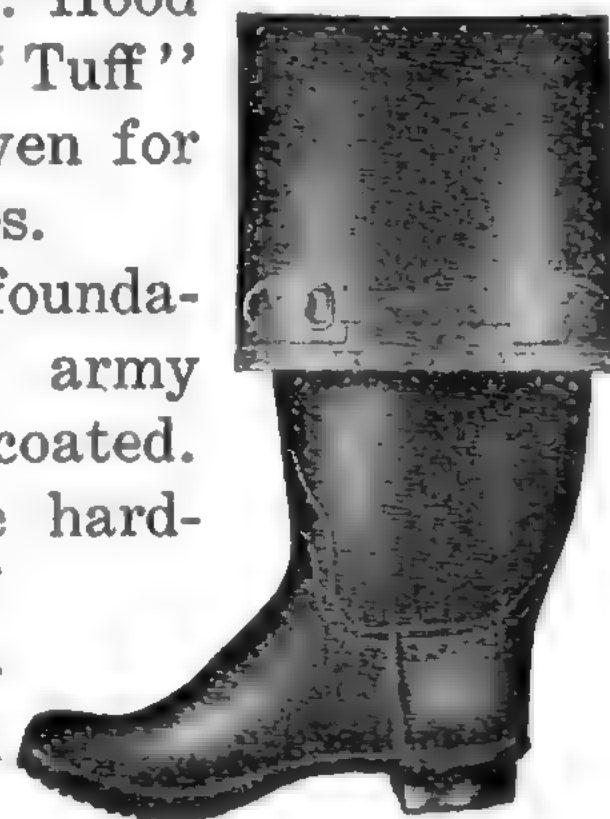
No. 75. Made of a heavy Peau de Soie Silk, one of the best-wearing and richest-looking silks made. Trimmed with silk-braid ornaments. Collar to match. Without lining.

### Men's and Boys' Rubber Boots.

Men's sizes, 6 to 11. In ordering specify size and width of shoe worn.

No. 4. Men's. Hood Rubber Co.'s "Tuff" Boot. Pair given for four Certificates.

Made on a foundation of heavy army duck, rubber coated. Will stand the hardest kind of wear by farmers, stockmen or miners.



Storm King.

A medium weight, high cut, first quality boot. Hood brand.



No. 24. Men's. Pair given for four Certificates.

No. 103. Boys'. Pair given for three Certificates.

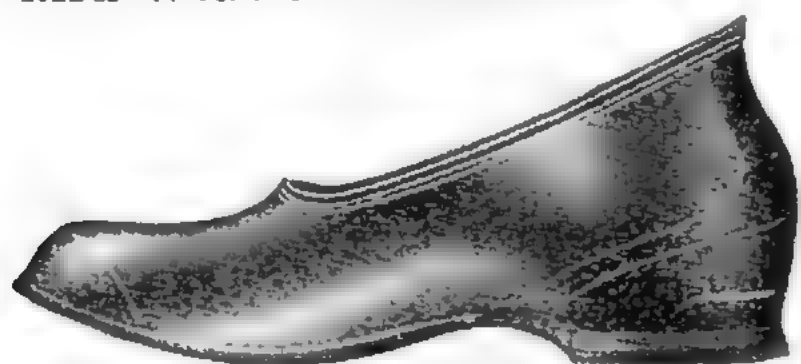
Sizes, 3 to 6.

No. 102. Boys'. Pair given for two Certificates.

Sizes, 11 to 2.

#### Women's Rubbers.

Sizes, 2½ to 8. In ordering specify size and width of shoe worn.



Pair given for one-half Certificate.

Made by the Hood Rubber Co. Newport style; first quality; opera toe.

#### Women's Wool Tights.

Given for one Certificate.

Elastic-ribbed, Black Wool Tights, ankle length, of good weight and fast color. A very practical garment for outdoor wear, providing the most comfortable protection against cold, and as easily adjusted as leggings. Regular sizes, 4 and 6; extra sizes, 7 and 9.

#### Velour Curtains.

No. 905. Pair given for five Certificates.

A solid-color Curtain made of rich Chenille Velour, finished with heavy silk cord on one side and end. Makes a very handsome door-hanging. Length, 108 in.; width, 50 in.

Choice of No. 1, dark Red, or No. 5, dark Olive Green.

No. 410. Velour Plush. Pair given for ten Certificates.

The material is a rich, heavy, brocaded Velour Plush in handsome floral and trellis-work design with wide side-border and dado. Lined with plain-color mercerized Venetian cloth. Width, 50 in.; length, 3 yds.; weight, 10 lbs. a pair. Choice of dark Red

with Olive-green lining or Olive Green with Red lining.

#### Jersey Leggings.

Give age, and size of shoes for boys and girls; shoe size for ladies.

Pair given for one-half Certificate.

Wool mixed, fleeced-lined Black Jersey Leggings. Button above knee.

"Buster Brown" with gilt buttons and knee-strap, for boys.

"Watertite" damp-proof with black buttons, for girls.

Jersey-knit with black buttons, for ladies.



#### Field Drum.

Given for five Certificates.

This is a regular full-size (16-in.) Field Drum having hand-polished Mahogany veneer body, rosewood hoops, best quality of calfskin heads, tinned cord-hooks and nickel-plated snare-tightener. Complete with rosewood sticks and leather-trimmed sling. Suitable for use in professional Drum Corps. Height, 12 in.



#### Chase Horse Blankets.

One given for five Certificates.

No. 15. Extra fine all-wool filling on heavy, extra strong cotton warp. Fine quality; soft and warm. Choice of Fawn or mixed Blue body, bright red headings. Size, 90 x 96 in., to fit large horses. Weight, 9 lbs.

No. 25. Plaid. Brown ground with Indian red, green and white plaid. Cotton-warp, fine wool filling; close woven; soft and warm; gives



maximum out-service. Size, 84 x 90 in.; weight, 7 lbs. For buggy horses.

No. 3. Holland. Given for three Certificates.

Dark blue ground with over-plaid of red, green, brown and white. A double-woven wool Blanket; very strong warp. Size, 84 x 90 in.; weight, 7 lbs. For buggy horses.

No. 12. New Yorker. Given for two Certificates.

Mixed wool stock, extra strong warp. Plain dark blue body with red headings. Size, 80 x 84 in.

All the above are square Blankets and have stays, buckles and leather straps. Made by L. C. Chase & Co., Boston, Mass.

No. 1. Burlap. Given for one Certificate.

A shaped Blanket for staple use. Plain jute, with warm lining.

### Larkin Rolled Oats Ready after Dec. 1st.

After Dec. 1st we shall be prepared to furnish Larkin Rolled Oats.



Ability to make this important announcement is the result of many months of tireless work and investigation in which many active brains have taken part. The result, however, justifies every effort exerted and fulfills our expectations.

#### Superior Process.

The methods and machinery used in making Larkin Rolled Oats are the best and most complete.

Only selected grain is used and triple heating by fire, steam and hot air produces an article superior to any ever offered for sale. The stringy, gluey consistency of most oatmeal is entirely absent in foods prepared from Larkin Rolled Oats.

Larkin Rolled Oats are far less difficult to prepare for the table than others. The kernels are large and flaky and their flavor is delicious. Larkin Rolled Oats are deliciously nutty in flavor and very nutritious. They provide a perfect breakfast food.

#### Larkin Rolled Oats Fresh Always.

Larkin Rolled Oats go direct from the factory in Buffalo, where they

are prepared, to the consumer. Only a few days after they leave the factory, they are on their way to you; in no extreme case does more than a month elapse between manufacture and arrival in the consumer's kitchen. The Larkin Factory-to-Family plan alone can do this; consequently, Larkin Rolled Oats is the freshest prepared breakfast food in the world.

Contrast with this the ordinary method by which cereals are distributed. From the factory, they go to the warehouse; from the warehouse, to the jobber; from jobber or wholesaler, to retailer; and finally to consumer.

By actual computation, the average time it takes a package of breakfast cereal to arrive upon the retailer's shelf is from seven to eight months. The journey from the store shelf to the consumer often takes that many months more, because the retailer buys in large quantities in order to secure the best discounts.

By the time the cereal finally reaches the table, it has lost its original freshness and delicious flavor. The advantage of Factory-to-Family dealing, in this instance, is obvious.

Price of Larkin Rolled Oats in a 2-lb. package, secure against odors and moisture, 15 cents.



# Two New Larkin Premiums

## COMBINED BOOKCASE AND WRITING- DESK No. 516



Given for sixteen Certificates ; or with \$10.00 worth of Larkin Products for \$21.00 ; or free with \$32.00 worth of Larkin Products.

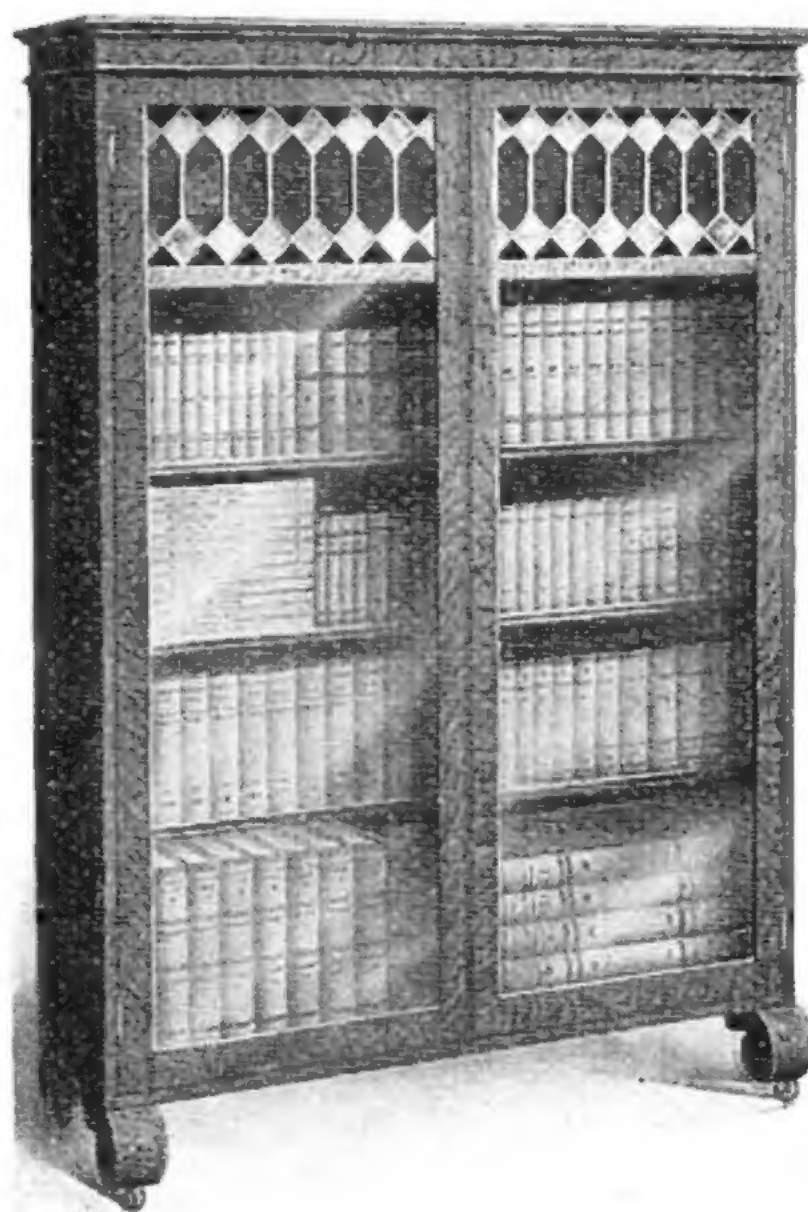
A thoroughly up-to-date design in selected Quarter-sawed Oak with polished Golden Oak finish. Canopy top with finely carved pilasters, top ornament and French beveled-plate oval mirror. The bookcase section has swell-front bent-glass door and three adjustable shelves ; cupboard over writing-desk with genuine leaded glass in door. The desk section when opened presents a writing-bed 19 in. x 26 in. ; has five compartments for stationery, and a small drawer. Below the writing-desk are three roomy drawers.

Case is 73 in. high, 40 in. wide, 14 in. deep ; has polished brass trimmings throughout. Castered.

## BOOKCASE No. 710

Given for ten Certificates ; or with \$10.00 worth of Larkin Products for \$15.00 ; or free with \$20.00 worth of Larkin Products.

An entirely new and pleasing design in selected Quarter-sawed Golden Oak with high polish finish ; handsome scroll feet ; casters. Each door has an 8x16 in. leaded top section, with diamonds of beautiful opalescent stained glass. Case is 58 in. high, 40 in. wide, 14 in. deep. Has four adjustable shelves, each 10½ x 37 in.



Larkin St.,

**Larkin Co.**

Buffalo, N. Y.

ESTABLISHED, 1875.

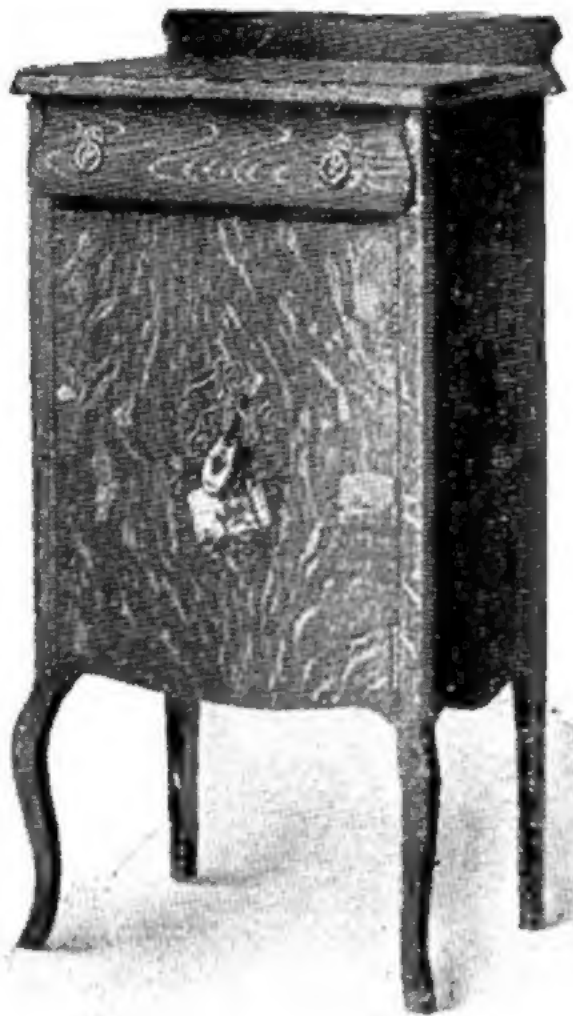


# Three Christmas Suggestions

These Premiums are each given for five Certificates; or free with \$10.00 worth of Larkin Products.

## McKINLEY ROCKER No. 75

Our most popular chair. A light Rocker of excellent workmanship, combining perfect comfort and intrinsic style. Choice of selected Quarter-sawed Golden Oak or genuine Mahogany. Seat is 20 in. wide and 19 in. deep; back is 20 in. wide and 25 in. high; arms, 4 x 24 in. The Rocker has highly polished finish, and is shipped knocked-down to save freight charges. Full instructions for setting up accompany each Rocker.



## MUSIC CABINET No. 15

Choice of Mahogany finish, with door and top of genuine Mahogany veneer, or Golden Oak, with Quartered-Oak door and top; highly polished. Contains four roomy shelves. Drawer is ogee shaped, 3½ in. deep. Drawer-pulls, door-handle and lock are of brass; has French legs and new French moulded top. Door decoration represents inlaid woods. Height, 39½ in.; width, 20 in.; depth, 12½ in.

## BEVELED-PLATE PIER GLASS No. 65

Heavy solid Gilt frame, composed of four members. The inside lining, ¾-in. heavy rococo; the next, 3-in. bevel plain gilt with bead edge; the next, or stem, is a very heavy ornamental gilt, 1½ in. wide; the outside, plain gilt, cove reeded. Size, 28 x 50 in.

Several other Pier Glasses, offered on the same terms, are fully described in the Larkin Premium List.



Larkin St.,

**Larkin Co.**

Buffalo, N. Y.

ESTABLISHED, 1875.



# LARKIN ROLLED OATS

*Ready for Larkin Customers after Dec. 1st*



**Price 2-pound package, 15 cents**

**T**HE heaviest and finest white oats grown. Scientifically treated by a new triple process that makes them superior to all others. Especially desirable as a food, because of their nutritive value and easy digestibility. Prepared and packed in Buffalo, insuring perfect freshness at all times.

*Larkin Street,*

***Larkin Co.***

*Buffalo, N. Y.*

ESTABLISHED, 1875.